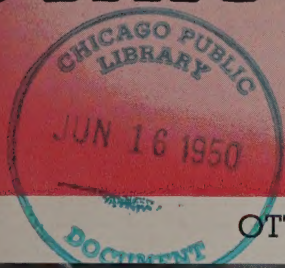
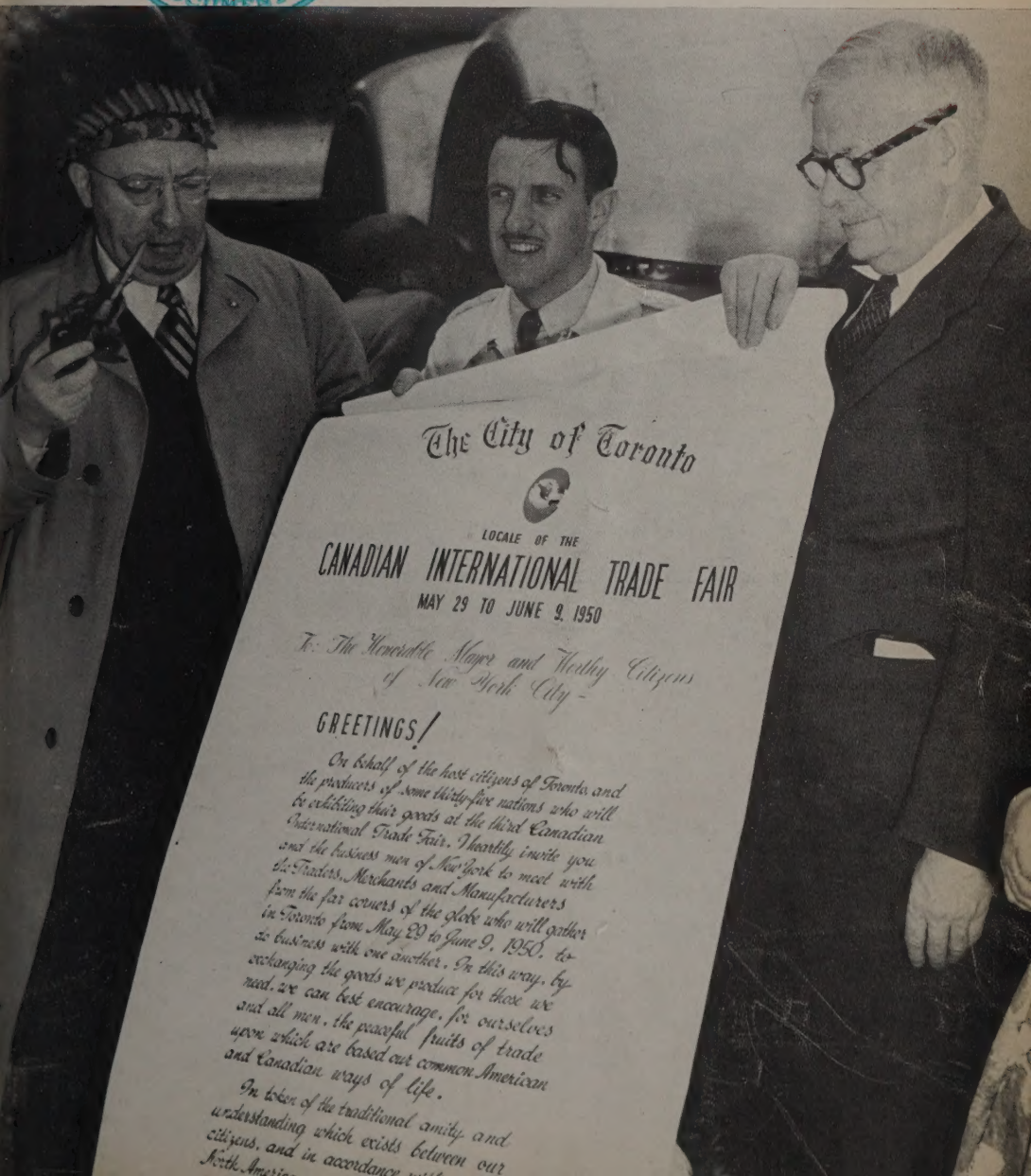


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FOREIGN TRADE



Vol. VII OTTAWA, JUNE 3, 1950 No. 179



The City of Toronto



LOCALE OF THE

CANADIAN INTERNATIONAL TRADE FAIR

MAY 29 TO JUNE 9, 1950

To: The Honorable Mayor and People of New York City -

GREETINGS!

On behalf of the host citizens of Toronto and the producers of some thirty-five nations who will be exhibiting their goods at the third Canadian International Trade Fair, I heartily invite you and the business men of New York to meet with the Traders, Merchants and Manufacturers from the far corners of the globe who will gather in Toronto from May 29 to June 9, 1950, to do business with one another. In this way, by exchanging the goods we produce for those we need, we can best encourage, for ourselves and all men, the peaceful fruits of trade upon which are based our common American and Canadian ways of life.

In token of the traditional amity and understanding which exists between our citizens, and in accordance with North American

NOTICE TO SUBSCRIBERS

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Published by Authority of

RIGHT HON. C. D. HOWE

Minister of Trade and Commerce

M. W. MACKENZIE

Deputy Minister

FOREIGN TRADE

OTTAWA, JUNE 3, 1950

Published Weekly by
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Department of Trade and Commerce

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COVER SUBJECT—Scroll, bearing greetings and an invitation to the Canadian International Trade Fair from the City of Toronto to the Mayor and Citizens of New York City, which was flown recently in one hour from Toronto to New York aboard the Avro Jetliner, first jet transport aircraft designed and built in North America. Left to right: James J. O'Brien, Special Aide to Mayor O'Dwyer, of New York; Don Rogers, pilot of the jetliner; and K. A. Greene, Canadian Consul General in New York. The normal cruising speed of this aircraft, built by A. V. Roe Canada Limited, is claimed to be 150 miles an hour faster than that of the fastest air transports now in operation on the world airways, and 200 miles an hour faster than most.

Photo by Gilbert A. Milne.

Price 10 cents

Expansion of World Trade Held Essential to General Welfare

Minister of Trade and Commerce welcomed French Ambassador to Canada at inauguration of Third Canadian International Trade Fair, in Toronto, last Monday—Importance of two-way trade stressed—Markets in North America sought by European countries.

HIS EXCELLENCY Hubert Guérin, Ambassador of France to Canada, opened the Third Canadian International Trade Fair last Monday, deputizing for Mr. Jean Monnet, Commissioner General of the French National Reconstruction Plan, who was forced to cancel his plans to visit Toronto for the occasion. In his introduction, the Right Hon. C. D. Howe, Minister of Trade and Commerce, said it was most appropriate that the Trade Fair should have as its guest of honour this year a Frenchman, representing one of the largest trading nations of the world. "The bonds between our two countries are of long standing," he said, "dating back to the days when hardy fishermen from St. Malo first discovered a new land in the west. In the years that followed, France has made a permanent contribution to the Canadian way of life. Here, in a country where thirty per cent of the people claim French as their mother tongue, we find in language and in literature, in our customs and in our laws, ties that bind France and Canada together. We have been allies in war, and look forward to equally close association in building a permanent and prosperous peace, and a flourishing commerce between our two countries."

During the course of his introductory remarks, Mr. Howe announced that the Canadian International Trade Fair would be held again in 1951, from May 28 to June 8.

The first Canadian International Trade Fair was opened by His Excellency Field-Marshal the Right Honourable Viscount Alexander of Tunis, Governor General of Canada, and the Second Canadian International Trade Fair by the Hon. Charles Sawyer, United States Secretary of Commerce. The Right Hon. Harold Wilson, President of the British Board of Trade was also present at the official inauguration last year.

In welcoming diplomatic representatives from many countries, other distinguished visitors and businessmen, Mr. Howe declared that the Canadian Government had sponsored these fairs in the firm conviction that, by providing such an international market place, it was making a worthwhile contribution to the expansion of world trade. "At this time, such an expansion is more than ever necessary to the welfare of Canada, as well as to most other countries. We have now reached a stage in postwar recovery where further advances depend fundamentally on a greater international movement of goods. In particular, the trading nations of Europe must find increasing market outlets in North America if they are to purchase the commodities they need and that we want to sell.

Importance of Two-way Trade Stressed

"Canada, as an exporting nation, is well aware of the restrictive effect the dollar shortage is having on world trade today. Canadians realize that there must be a two-way traffic in the exchange of goods and services between countries if we are to solve our problems—problems which have been heightened and intensified by conditions arising out of the war. Only in an atmosphere of expanding trade can we hope to work out a

stable and lasting solution. That is why we would like to see our trade with non-dollar countries brought into better balance by increasing our imports rather than by restrictions imposed on our exports.

"Here, at this fair, is an opportunity to increase trade between the democratic nations of the world. Businessmen from other countries can see not only what Canada has to offer, but also the products of the five continents. Here, new commodities will be on display. Price changes resulting from currency revaluations can be studied in detail.

"We in Canada are naturally proud of our pioneering work in the promotion of international trade fairs on this continent, but we recognize, of course, that such fairs are ancient institutions in Europe and Asia. It is hard for Americans and Canadians, in their comparatively new countries, to imagine that 1500 years ago traders from many lands exchanged their wares and their ideas in the markets of Champagne, in France; that a thousand years ago such trade fairs were common in Europe, from the



Low Countries to Italy, from Britain to Leipzig. Canada, with its numerous ties of race and culture with the older countries of the world, is carrying on the ancient tradition of the trade fair on this continent. We have learned much from European experience and we hope that our own efforts are providing useful lessons for the promoters of other international trade fairs."

Yugoslavia Permits Establishment of Technical and Commercial Agencies

Agencies must have consent of Minister of Foreign Trade, who will exercise control over their operations—Disputes to be settled by Yugoslav Foreign Trade or Maritime Tribunals.

By Canadian Trade Commissioner Service

TECHNICAL Agencies, so-called, may be established in Yugoslavia by foreign enterprises and institutions, according to a Decree published in the Yugoslav *Official Gazette* of February 21, 1947. Such agencies may only be established with the prior consent of the Minister of Foreign Trade, who will exercise control over their operations. The number of foreigners to be employed by the agencies is to be restricted, as far as possible, to technical experts, while their administrative staffs are, as a general rule, to be composed of Yugoslav nationals.

Article 3 of the Decree defines the activities of these agencies as follows:

(1) Giving date and other information regarding the products of the enterprise to which the relative technical agency belongs;

(2) Seeing to the regular delivery and proper assembling of the machinery, equipment and apparatus supplied by the relative enterprise or institution in accordance with the demands of the purchasers in the Federal People's Republic of Yugoslavia and other services connected with the use of the relative goods;

(3) Carrying out services in accordance with the guarantees given by the relative foreign enterprise or institution in respect of the quality and other characteristics of the articles supplied.

Technical Agencies Not Empowered to Buy or Sell

It thus appears that these agencies are intended to be concerned exclusively with the importation, assembly and servicing of machinery and other equipment supplied to Yugoslavia. The agencies are not empowered to buy or sell, and it would appear that the Decree offers no opportunity for the purely commercial foreign concern to establish itself on Yugoslav territory. They will serve as cover for the activities of foreign technicians.

The following regulations and decrees, which have been published in the Yugoslav *Official Gazette* on the dates indicated are of importance for firms trading with Yugoslavia:

(1) Regulations concerning the Foreign Trade Arbitration Tribunal of the Chamber of Commerce of the Federative People's Republic of Yugoslavia, March 28, 1947.

(2) Regulations concerning the Maritime Arbitration Tribunal of the Chamber of Commerce of the F.P.R.Y., March 28, 1947.

(3) Decree concerning the foundation and work of the warehouses of Foreign Enterprises and Institutions, May 30, 1947.

(4) Decree concerning the foundation and work of commercial agencies of Foreign Enterprises and Institutions, June 3, 1947.

The Foreign Trade Arbitration Tribunal will be competent to decide disputes exclusively of a commercial nature, including questions of transport, insurance and agency work, arising from the foreign trade of Yugoslav enterprises with foreign enterprises.

The Maritime Arbitration Tribunal will be competent to decide disputes arising out of maritime business with foreign countries, such as disputes about fulfilment of contracts, maritime tariffs, insurance, collisions, damage to harbour and dock installations.

The tribunals will be composed of Yugoslav nationals. Foreign parties may have representatives at the proceedings of the tribunals, and foreign experts may be called to give evidence on questions demanding specialized knowledge. It would appear that the effect of these regulations is that traders, when entering into contracts with Yugoslav commercial or shipping concerns, may be asked to accept a clause agreeing to submit disputes to the Foreign Trade or the Maritime Tribunal.

The decree concerning commercial agencies is the counterpart of the decree concerning technical agencies. It permits foreign firms, subject to the prior consent and subsequent control of the Minister of Foreign Trade, to establish agencies in Yugoslavia. The managers of these agencies may be either foreign or Yugoslav nationals.

The decree concerning warehouses is complementary to the decrees about technical and commercial agencies, and merely authorizes foreign concerns, which are permitted to establish their agencies, to open warehouses for the storing of the goods they handle, subject always to the prior consent and subsequent control of the Minister of Foreign Trade.

Commercial Agencies Fall into Two Distinct Categories

A decree published in the *Official Gazette* of November 26, 1947, and effective from that date, provides for the division of agencies into two distinct categories, commercial representations, and commercial agencies. A commercial representation may be a Yugoslav firm, enterprise, or individual person, empowered to represent foreign concerns and transact business on their behalf in Yugoslavia, and will be competent to:

- (a) Give information and explanation regarding the products of the foreign enterprise or institution to which the representation belongs.
- (b) Conclude agreements regarding the purchase and delivery of goods in the name of and on behalf of the foreign enterprise or institution.
- (c) Care for the correct delivery and fulfilment of the guarantees given for goods delivered.

A commercial agency is established by virtue of an agency contract entered into between a Yugoslav enterprise, firm or individual person on the one part, and a foreign enterprise or institution on the other. Such contracts are subject to the approval and revision of the Minister of Foreign Trade, and the agency must limit itself exclusively to the business activities authorized under the contract.

Commercial representatives, by which is understood the head of a commercial representation, may be foreign subjects permanently resident in Yugoslavia. Commercial agencies may be only Yugoslav firms or persons. Permits for the foundation of commercial representations and commercial agencies are issued by the Minister of Foreign Trade on application by the Yugoslav firm, enterprise or individual person appointed as commercial representative or commercial agent, respectively, by the foreign enterprise or institution.

Changing Trade Pattern of China Mirrored in Hong Kong Market

Purchase of consumer goods discouraged by People's Government of China—Strong demand prevails, however, for capital goods—Storage situation in Hong Kong is desperate, surplus cargo being estimated at one million tons.

By K. F. Noble, Canadian Government Trade Commissioner

HONG KONG, May 9, 1950.—The entrépot trade of Hong Kong in consumer goods is passing through a period of depression, though there is a substantial demand for capital goods. This mirrors the changing pattern of trade in China, to which there is no movement of consumer goods. These are classed as products intended for individuals, and it is maintained that such sales would result in the individual concerned being set apart as having something that others do not possess. For example, if an individual wishes to buy a wrist watch or tin of foreign milk powder, the sale is discouraged. Commodities of overall utility to the People's Government of China, in its efforts to improve the basic conditions of life in that country, are readily purchased.

In the postwar period, the economic position of Hong Kong, as mirrored by the value of its imports and exports, has gone from strength to strength. Monthly trade figures have established a series of new records. Furthermore, the satisfactory levels of commercial activity in shipping, insurance and banking have indicated an exceptionally high level of economic well-being in the colony.

Yet, an occasional cloud has appeared on the economic horizon in recent months, and the word "recision" has been mentioned from time to time by persons regarded as heretical in view. The increasing frequency of such appearances has not passed unnoticed, but the attitude of the business community has remained buoyant. It must be recognized, however, that a certain "logginess" characterizes the attitude of the commercial community today.

Value of Gold Bars and Dollars Declines

Gold bars, which were valued at a high of HK\$530 per ounce some ten months ago, have dropped to about HK\$250 per ounce, and gold is now moving out of the Far East in substantial quantities. The United States dollar traditionally weakens during the Chinese "New Year", but this year there was no weakening over that period, which fell in February. However, there has been a marked and continuing decline within the last month. The recision in the open market value of the United States dollar has priced that currency, when sold as a commodity, down from HK\$6.60 to as low as HK\$6.025. Although there has been a slight recovery, the money shops are widening the spread between buying and selling rates, an expression of their uncertainty as to the future trend. Two explanations are commonly given for the depreciation in value of gold bars, and the softening in value of the United States dollar. First, both the Chinese Nationalists and the People's Government of China are selling gold bars and United States dollars in heavy quantities. Second, the effects of the Nationalist blockade, and the apparent opposition of the People's Government to the importation of consumer goods have ended



Hong Kong, photographed from The Peak, showing the roadstead in which many ships lie at anchor, with Kowloon and the mainland of China beyond.

Photo courtesy Mee Cheung Studio.

the support of United States dollars by Hong Kong merchant traders, who over-bought heavily when the United Kingdom offered recognition to the People's Government.

Hong Kong traders are saddled today with large stocks of consumer goods, in storage at high rates. Their capital is frozen and they have no immediate prospects of retrieving the capital investment. Many, possibly most, consumer goods can be purchased ex-stock from the original importer substantially below replacement costs. Recent reports indicate that importers of piece-goods and knitting wools are trying to cancel outstanding orders that have not yet been shipped, since no improvement in the unfavourable market conditions can be forseen for the near future.

Storage Problem Desperate

As a result of speculative purchasing by Hong Kong merchants, storage space in the colony is non-existent, and deliveries are made ex ships' slings. Surplus cargo is presently reported to be almost one million tons. In a desperate effort to relieve the storage problem, 20 ships in the harbour have been designated as floating warehouses. It was hoped that these ships would provide space for some 10 per cent of the excess stocks in storage, and those still coming forward.

A recent Hong Kong press report stated: "The new pattern of trade in China has yet to be announced by the Communists, but one thing which can be taken for granted is that there will no longer be any place for consumer goods in China." This opinion is borne out by the day to day gossip in business circles. Indications are that, although there has been and continues to be good business, and lots of it, the commodities concerned are, without exception, producer goods.

Spanish Firms Apply for Development Loans

Madrid, May 6, 1950.—(FTS)—Applications from private Spanish firms, amounting to approximately \$60 million, have been received by the Import and Export Bank, in connection with plans for a new fertilizer plant in Southern Spain, a hydraulic power plant, and the purchase of material for smaller industries.

Great Britain Last Year Regained Lead as Supplier of Cotton Goods

For first time since 1933, exports totalled 903 million square yards as compared with 880 million square yards for the United States—While the overall value of shipments increased by 21 per cent, exports to Canada declined by 27 per cent.

By A. E. Bryan, Commercial Counsellor for Canada

LONDON, April 22, 1950.—Great Britain regained last year her lead as the principal world source of supply for cotton goods, having exported 903,000,000 square yards, as compared with 880,000,000 for the United States. This was the first time since 1933 that the United Kingdom occupied this position. The value of British cotton exports expanded by 21 per cent in 1949, substantial increases having been recorded in deliveries to British West Africa, Pakistan, Australia and India. Shipments to Canada declined by 27 per cent, however, and to the United States by 40 per cent.

Despite disappointment and concern about the trend of British cotton textile exports to Canada in 1949, Lancashire shippers plan to undertake a vigorous sales drive in the Dominion in 1950, making the most of opportunities created by devaluation.

Lancashire traders only supplied about a quarter of the 80 million yards which was considered at the beginning of the year to be a realistic target.

Among the factors which are said to have contributed to this situation were the reimposition of Canadian duties last July, heavy Canadian purchases from the United States, due to the drop in prices in that country, uneasiness caused by devaluation rumours, the reluctance on the part of some Canadian buyers to commit themselves to delivery periods required for certain Lancashire styles and the Canadian contention that British prices are too high.

British Exports of Cotton Fabrics

	1947	1948 (‘000)	1949
Grey, Unbleached—			
£	5,943	14,876	20,752
Principal Destinations—			
CANADA	£ 1,204	£ 1,243	£ 943
India	385	1,180	2,590
Pakistan	173	1,505	2,633
Netherlands	944	596	1,685
Australia	213	2,307	1,533
Hong Kong	50	1,053	1,458
Norway		496	1,268
Bleached and Dyed—			
£	844	1,872	2,795
Principal Destinations—			
CANADA	84	43	61
British West Africa	100	378	478
Australia	252	424	412
Woven Piece-goods—			
£	49,678	85,792	105,688
Principal Destinations—			
CANADA	928	3,622	2,776
Australia	3,614	11,585	14,176
Union of South Africa	6,224	7,629	9,272
India	1,278	4,371	6,857
Pakistan		2,526	6,546

Broadly speaking, the various sections of the cotton industry show the same tendencies. The quantity of grey, unbleached cotton yarns was stepped up by about 40 per cent; but the amount credited to Canada decreased by 25 per cent.

In bleached and dyed yarns the overall increase was 32 per cent and Canada took 21 per cent more.

The yardage of grey, unbleached piece-goods exported was about the same as in 1948, but sales to Canada fell by 61 per cent. Shipments of white bleached fabrics increased by 14 per cent, while the amount sent to Canada was 33 per cent less than in 1948. In printed fabrics the expansion in value was 26 per cent and exports to Canada went down by 30 per cent. In dyed fabrics, which is the most valuable item, the quantity sent abroad was increased by 24 per cent and Canada's share declined by 11 per cent.

Canada Remains Best Market for British Woollens

Total exports of woollens, yarns and manufactures were, by value, some 9 per cent greater than in 1948. Sales to Canada were reduced by 11 per cent and to the United States by 8 per cent. Canada nevertheless remains easily Britain's best market in this field, taking no less than 15 per cent of the total. Exports to Australia, Denmark and the Netherlands all showed substantial increases. The major part of these exports is woven tissues.

Separate figures are given for carpets. These indicate that exports showed little increase over the year and that the quantity consigned to Canada fell from 1.5 million square yards in 1948 to 1.2 million square yards in 1949, while exports to the United States fell more sharply. There was, however, a noticeable revival in exports of carpets during the final quarter of the year which augurs well for the future.

British Exports of Woollen and Worsted Yarns and Manufactures

	1947	1948 ('000)	1949
£	58,005	95,321	104,198
Principal Destinations—			
CANADA	£ 9,915	£ 18,247	£ 16,021
Australia	2,580	7,328	10,340
Union of South Africa	7,588	10,056	8,134
New Zealand	2,881	4,336	5,279
United States	2,507	4,804	4,423
Carpets—			
£	6,594	10,198	10,464
Principal Destinations:			
CANADA	1,223	1,710	1,467
Australia	1,777	3,999	4,846
New Zealand	865	772	973
Union of South Africa	908	1,278	996
United States	231	723	181

The value of silk and artificial silk products exported increased by 7 per cent. This gain, however, did not extend to the dollar markets as orders from Canada fell by 27 per cent and from the United States by 18 per cent. Australia remained the largest market, followed by South Africa and India.

Production of rayon last year was nearly 25 per cent above the 1948 level. Nevertheless at 288.6 million pounds, it was 4 per cent below the target estimate of 300 million pounds. Supplies are still short, and in spite of the price advantage given by devaluation exports in recent months have been disappointing. For rayon yarn, all rayon piece-goods and rayon mixture piece-goods, the December export figures were actually a good way below those of December, 1948.

British Exports of Silk and Artificial Silk Yarns and Manufactures

	1947	1948 ('000)	1949
£	29,590	39,365	41,935
Principal Destinations—			
CANADA	£ 2,262	£ 3,388	£ 2,410
Australia	9,217	14,704	11,787
Union of South Africa	4,067	4,509	5,315
New Zealand	3,104	3,039	4,047
United States	267	532	434

Miscellaneous textiles cover articles made of linen, jute, hemp, etc. It is one of the few sections of British industry which earned less foreign exchange in 1949, there being a decline of 11 per cent in the value of exports. Shipments to Canada and the United States both receded slightly. The returns disclosed that the volume of exports of linen piece-goods to the United States rose by 1·5 million square yards to 12 million square yards, representing one-third of the total, which is an encouraging development.

British Exports of Miscellaneous Textiles

	1947	1948 ('000)	1949
£	28,028	27,449	24,826
Principal Destinations—			
CANADA	£ 2,643	£ 1,829	£ 1,698
United States	4,656	4,344	4,228
Brazil	1,894	1,967	2,552

Exports of apparel were also disappointing, the total shrinking by 6 per cent. Sales to Canada were 10 per cent lower than in 1948, but shipments to the United States, Australia and New Zealand showed slight increases. A bright spot in this trade was full-fashioned nylon stockings, total exports of which went up by some 70 per cent to 857,455 dozen pairs, indicating that the industry, which had to be built up from scratch after the war, is getting into its stride.

British Exports of Apparel

	1947	1948 ('000)	1949
£	31,889	31,426	29,422
Principal Destinations—			
CANADA	£ 2,000	£ 2,205	£ 1,986
Australia	1,227	4,013	4,729
Union of South Africa	3,471	4,213	3,413
Irish Republic	4,255	3,381	2,322
United States	1,331	1,617	1,746
Sweden	1,102	1,915	1,311

Total exports of raw wool and waste were 47 per cent higher than in 1948. The value taken by Canada was 25 per cent and by the United States 16 per cent higher. The outstanding feature of the table is the sudden development of the German market which received four times more than in 1948.

British Exports of Raw Wool and Waste

	1947	1948 ('000)	1949
£	7,407	8,704	12,885
Principal Destinations—			
CANADA	£ 179	£ 311	£ 390
United States	1,123	1,893	2,202
Belgium	568	612	701
Germany	570	396	1,744
Italy	851	1,199	1,445
Netherlands	411	388	897
Soviet Union	61	313	323
Austria	245	224	595
Denmark	313	341	559

There was a slight decline in shipments of raw and waste silk and artificial silk waste, which was shared both by Canada and the United States.

British Exports of Raw and Waste Silk and Artificial Silk Waste

	1947	1948 ('000)	1949
£	1,293	1,935	1,830
Principal Destinations—			
CANADA	£ 552	£ 761	£ 631
United States	105	454	405
Australia	48	97	45
Sweden	11	92	96
Mexico	45	56	3

Dollar Shortage in Argentina Prevents Purchase of Canadian Seed Potatoes

Requirements to be purchased from soft-currency countries unless dollar position improves—No large imports from Canada and the United States since 1947—Dealers estimate requirements at 300,000 crates of Katahdin and 60,000 crates of White Rose, if foreign exchange becomes available.

By W. B. McCullough, Commercial Secretary for Canada (Agricultural Specialist)

BUENOS AIRES, April 25, 1950.—Argentina will be forced to purchase certified seed potatoes from soft-currency countries, as was done last season, if the dollar position does not improve. Because of the dollar shortage, there have been no large imports of certified seed from Canada or the United States since 1947, with the result that growers are keenly interested in obtaining imported seed. Dealers estimate requirements for next season at 300,000 crates of Katahdin and 60,000 crates of White Rose, which quantities could be readily placed if foreign exchange becomes available. The Ministry of Agriculture and I.A.P.I., the state trading agency, are well aware of the needs. But, even though imports of certified seed are essential for the next planting, there is no indication that the Central Bank will allocate the necessary dollar exchange for its purchase.

The Katahdin, by a wide margin, continues to be the most popular variety in Argentina. It is well suited to the varied Argentine conditions and has held first place for over ten years. The White Rose ranks next in popularity particularly for the early crop in Jujuy and Tucumán, as it gives the best results under semi-tropical conditions in these provinces.

From September to December, Argentina imported about 25,500 tons of table potatoes, of which Holland supplied about 23,000 tons and Denmark the remainder. Imports of seed potatoes amounted to nearly 200,000 crates and were practically all supplied by Denmark. The certified seed was mostly the Alma and Up-To-Date varieties and the landed cost for most lots was 23 coronas or about U.S.\$3.33 per crate of fifty kilograms.

The Up-To-Date was planted in Mendoza and Rio Negro, as this variety gives satisfactory yields in the irrigated zones. The Alma was planted in the Balcarce zone; according to the growers it gives fair yields for one year but rapidly deteriorates the second and third generation.

Current Crop is Better Than Average

The 1949-50 potato crop in Argentina is better than average and will be adequate to take care of domestic requirements of table potatoes.

With continued favourable weather for the late Rosario crop, total production is estimated to be in the neighbourhood of 1·2 million metric tons as against nearly 0·9 million metric tons last year and the average for the last ten years of 1·1 million metric tons. Domestic requirements are calculated at about 1·1 million tons.

The early crop from Tucumán and the semi-early crop from Rosario have been harvested with yields slightly better than last year. Both harvests have been consumed. The semi-late, which is the main crop in Argentina, is now being harvested. In the Balcarce zone, which accounts for about 70 per cent of the semi-late crop, the dealers estimate production at about 8·5 million sacks, a substantial improvement over the 6·5 million harvested last year. The stock is good size and excellent quality, being reasonably free from "fusarium wilt", which reduced the percentage of marketable potatoes last year. The semi-late crops in the irrigated zones of Mendoza and Rio Negro are also being harvested with average yields for these areas.

The Balcarce zone is of particular interest to Canada as this is the officially approved area for the production of certified seed and, when conditions permit, it is for this area that Canada supplies new stock. The Ministry of Agriculture estimate the production of certified seed at 500,000 sacks of which 400,000 are Katahdin and 65,000 White Rose. This quantity will supply seed for only about 16 per cent of the total plantings.

Last year, owing to the failure of the late Rosario crop and reduced yields in the Balcarce zone, Argentina was short of table stock during September and October. Supplies were normal for the rest of the year. Entries of home-grown potatoes at the National Potato Market in Buenos Aires during 1949 were 4·78 million sacks as compared with nearly 5 million sacks in 1948. Of the 1949 entries, 77 per cent was the Katahdin variety and the remainder was mostly White Rose.

The average monthly prices at the National Potato Market during the year were on a higher level than in 1948. Even during months when supplies were liberal, prices were from 25 to 50 per cent higher than the previous year. The reduced marketings from the Balcarce zone bolstered prices during the middle of the year and the general scarcity during September and October caused prices in the market to advance to 0·60 pesos per kilo, which may be compared with an average price of 0·25 to 0·31 pesos for the same period in 1948. Retail prices for good quality table potatoes in the city of Buenos Aires were about 0·80 pesos per kilo or nearly double the price of the previous year.

Spanish Olive Groves Suffer from Lack of Rain

Madrid, April 29, 1950.—(FTS)—Rain fell in almost every part of Spain during the second half of March. Cereals were in good condition, on the whole, although the weather was dry in the south. Olive groves still suffer from the lack of winter rain, and the February frost has damaged the blossoming almonds.

Higher Import Values Recorded in Southern Rhodesia

Import values were higher in Southern Rhodesia during the first ten months of 1949, a record figure of £ 5,299,887 being reached in October, the third successive month for such achievements. During the period from January to October, the total was £ 44,051,010, which was £ 9,151,927, or over 26 per cent, higher than in the corresponding period of 1948.—(*Barclays Bank Review*)

Production and Consumption of Rubber This Year Estimated by Study Group

Representatives of exporting and importing countries discuss in Brussels new uses and consider packing and marketing methods—Production in 1950 expected to be 1,605,000 long tons of natural rubber.

By Bruce A. Macdonald, Commercial Counsellor for Canada

BRUSSELS, May 6, 1950.—Production of natural rubber during the current year is estimated at 1,605,000 long tons, of which it is expected the output of Malaya will be 685,000 tons and that of Indonesia will be 520,000 tons. The world consumption of natural rubber this year is estimated at 1,465,000 long tons, while that of synthetic rubber is expected to be in the vicinity of 460,000 tons. These figures were released at the seventh meeting in Brussels this week of the Rubber Study Group, which was attended by delegations from Australia, Belgium, British Colonial and Dependent Territories, Burma, Canada, Ceylon, Denmark, France, Hungary, Italy, Liberia, the Netherlands, Thailand, the United Kingdom, the United States of America and the United States of Indonesia. Observers from the Food and Agriculture Organization and the International Rubber Development Committee were also present.

The group reviewed the world rubber situation, considered measures to expand consumption, and discussed means whereby the packing and marketing of rubber could be improved. It was maintained that latex foam could be used more extensively in upholstery, and that latex might be used in road construction.

Provision was made for greater co-operation between exporting and importing countries, so that representative type samples of natural rubber might again be made available at an early date. It was agreed that producing countries should supply specification rubbers in sufficient quantity to enable manufacturers to report on their utility.

Next Meeting to be Held in Rome

The next meeting will be held in Rome on a date to be determined by the management committee, comprising representatives of British Colonial and Dependent Territories, Ceylon, France, the Netherlands, the United Kingdom, the United States of America and the United States of Indonesia, in consultation with the Italian Government, which had extended the invitation to meet in Rome.

Estimated Rubber Consumption, in 1950

	Natural	*Synthetic (In long tons)	Total
United States	600,000	425,000	1,025,000
United Kingdom	195,000	3,000	198,000
Belgium	11,000	.....	11,000
Denmark	5,000	.....	5,000
France	92,000	8,000	100,000
Italy	37,000	3,000	40,000
Netherlands	13,000	.....	13,000
Australia	26,000	.....	26,000
CANADA	37,000	17,000	54,000
Other countries	449,000	4,000	453,000
Total	1,465,000	460,000	1,925,000

* Excludes synthetic rubber produced in Russia.

Efficiency of National Harbours Raised in Fourteen-Year Period

Operating income in 1949 was 106 per cent higher than in 1935—Combined vessel and cargo costs in a Canadian port for a postwar cargo liner of 8,700 gross tons estimated at \$50,075, of which \$8,303 consists of harbour dues, dockage, shed rental and top wharfage—Payments by National Harbours Board to Dominion Government, representing interest on capital, aggregate \$40,000,000.

By W. C. Perron, Traffic Officer, National Harbours Board

(Editor's Note—This is the second in a series of three articles on the eight national harbours of Canada, and their contribution to the development of domestic and foreign trade.)

PORT efficiency and charges are factors of vital importance to ship-owners and, indirectly, to those concerned with the flow of foreign trade. Adequate harbour facilities, competent and industrious stevedores and longshoremen, and satisfactory transportation services contribute to the efficiency of any port. It may have the most modern facilities, but its overall efficiency may be extremely low if stevedoring or transportation is deficient. As the earning capacity of a ship depends largely on the number of pay voyages in a year, turn-around time in port is an important factor in ship operation. The greater the number of days in port, the less will be the time during which the ship will be en route with paying cargo. Each day in port requires an outlay of money with no compensating income from freights. Shipowners will, therefore, endeavour to send their ships to ports having a high standard of efficiency that will ensure quick turn-around.

The aggregate vessel and cargo costs incurred at any port, if unduly high, might also result in the diversion of business to other ports at which lower charges prevail. It was estimated in 1949 that combined vessel and cargo costs for a postwar cargo liner of 8,700 tons gross and 5,100 tons net register at Montreal were \$50,075, or \$4.17 per short ton of cargo. These figures were based on an inward general cargo of 4,000 short tons (3,571 long tons) and an outward general cargo of 8,000 short tons (7,142 long tons), carried from and to Montreal by railway. The vessel costs for inward and outward pilotage, harbour dues, sick mariners' fees, towage in docking and undocking, running lines, dockage, shed rental, assessments by the Shipping Federation of Canada, and stevedoring were estimated at \$28,750, or \$2.39 per short ton of cargo. The cargo costs for car loading, car unloading, checking or tallying, and top wharfage totalled \$21,325, or \$1.78 per short ton of cargo.

Harbour Dues Unchanged for Over Decade

Of the \$50,075 payable, the National Harbours Board derived only \$8,303, or 69 cents per short ton of cargo—less than seventeen per cent of the combined vessel and cargo costs—for harbour dues, dockage, shed rental and top wharfage. These Harbour Board charges were unchanged for twelve years. (It should be noted that the vessel costs indicated in these estimates do not include operating expenses, insurance, interest on capital and depreciation for the ship during the period of her stay in port, and that the cargo costs are usually absorbed by the carriers.)



Halifax—Situated on the Atlantic Coast of Nova Scotia, this harbour is open to navigation the year round, and is approached directly from the ocean by a wide channel with a minimum depth of 50 feet at low tide. Assets administered by the National Harbours Board have a book value of \$30,160,000 and include wharves with 30 ocean berths and 15 transit sheds having a floor area of 1,229,000 square feet. It also maintains a 2,200,000-bushel elevator, a cold storage warehouse with 1,106,000 cubic feet of storage space, and a cattle shed with a capacity for 1,000 head. Bedford Basin, beyond the city, was the point of assembly for convoys during the last two world wars. Ocean-going arrivals in 1949 totalled 1,305 ships, of 4,140,177 net tons, and foreign cargo handled through the port amounted to 2,654,357 tons, or nearly 75 per cent of the total cargo tonnage.

Operating Income Improved

Some indication of the financial results achieved by the National Harbours Board over a period of fourteen years is obtained by analysing the consolidated income statements for the seven harbours of Halifax, Saint John, Chicoutimi, Quebec, Three Rivers, Montreal and Vancouver, administered by local commissioners prior to 1936, but excluding the Jacques Cartier Bridge, Montreal, and Second Narrows Bridge, Vancouver, which are not integral parts of the harbour facilities. Operating revenues were seventeen per cent higher in 1938 than in 1935, the last year in which these ports were administered by local harbour commissions, operating and maintenance expenses were eighteen per cent lower, and operating income was ninety-one per cent greater. In 1945, operating revenues were seventy-three per cent higher than in 1935, while operating and maintenance expenses were only thirty-two per cent greater, and operating income was one hundred and sixty-three per cent higher than ten years earlier. In 1949, operating revenues were sixty-eight per cent higher than in 1935, operating and maintenance expenses were fifty per cent higher because of substantial increases in labour and material costs, and operating income was one hundred and six per cent greater than fourteen years earlier. The ratio of operating expenses to operating revenues for these seven harbours is as follows:

Ratio of Operating Expenses to Operating Revenues

Year	Per Cent	Year	Per Cent
1935	68	1943	49
1936	58	1944	49
1937	54	1945	52
1938	48	1946	58
1939	48	1947	62
1940	43	1948	61
1941	45	1949	61
1942	52		

The rise from the low of forty-three per cent in 1940 to the high of sixty-two per cent in 1947 is attributed mainly to increased costs of labour and materials during the period when charges were subject to price control.

Revenue Derived from Many Sources

Revenues of the National Harbours Board are derived from charges established under a series of tariffs by the former local administrations and continued in effect when the Board was constituted. Three of the tariff schedules, applicable at harbours on the St. Lawrence and Atlantic seaboard, were revised in 1938. These tariffs covered harbour dues on vessels entering or using its harbours, dockage (also known as side wharfage) on vessels berthing at its wharves, and top wharfage on goods unloaded from, loaded on or transhipped between vessels at Board terminals. These tariffs involved rates that varied widely and were often unjustly discriminatory, being a source of difficulty and complaint on that account. The revision provided for the establishment of uniform charges, and for a reasonable increase in revenue, made necessary by the large deficits at the eastern harbours. No change was made in rates prevailing at Vancouver, as the existing tariff schedules conformed generally to those at competitive United States North Pacific ports, and rates were relatively higher than those in Eastern Canadian ports.

Tariffs covering operations of facilities, such as grain elevators, storage warehouses, terminal railways, shore and floating equipment, electric power and water systems, remained, until 1947, virtually as they were when the



Quebec—Situated at the confluence of the St. Lawrence and St. Charles Rivers, this harbour is approximately 800 miles from the sea and open to navigation for eight months of the year. Assets administered by the National Harbours Board have a book value of \$29,560,000 and include wharves with 24 berths for ocean, lake and river vessels; 10 transit sheds, having a floor area of 744,000 square feet; a 4,000,000-bushel elevator; a cold storage warehouse with a capacity of 500,000 cubic feet; a fish house with a capacity of 1,000,000 pounds and 23 miles of terminal railway. Ocean-going arrivals in 1949 totalled 410 ships, of 1,980,917 net tons, and cargo handled over the wharves totalled 1,875,351 tons, of which 357,345 tons, or 19 per cent consisted of foreign traffic.

Board took over control and, in some cases, as they were quite a few years prior to Board control. By 1947, the increasing costs of operation and maintenance caused by mounting wages and prices of materials were seriously affecting the net return from these operations, and made necessary an upward revision in the charges.

Revenues during 1949 were the highest in the Board's history and were derived from the following sources:

Division	Per Cent
Wharves and piers	30
Grain elevators	27
Harbours, general	11
Traffic bridges	10
Terminal railways	6
Permanent sheds	6
Cold storage warehouses	6
Miscellaneous services	4

At the end of the fourteen-year period 1936-49, the Board had accumulated insurance and replacement reserve funds of about \$27,700,000, held in the form of Dominion Government bonds or the equivalent. During this same period, the Board paid from revenue to the Dominion Government some \$40,000,000, representing interest on borrowed capital, and, despite scarcity of labour and material during and following World War II, expended about \$24,700,000 on capital works and reconstruction and \$19,200,000 on maintenance of facilities.

While there still remains much to be done and many avenues to be explored, foundations for the efficient administration of the national harbours of Canada have been well and truly laid, so that these harbours may continue to assist in the promotion and preservation of sound international trade.

Development Plan of American Subsidiary Authorized

Madrid, May 6, 1950.—(FTS)—“Sociedad de Bombas y Construcciones Mecanicas Worthington, S.A.,” a subsidiary of the Worthington Pump and Machinery Company, of New York, has been authorized to proceed with developments and expansion in Spain, under a decree of April 14, 1950. The Spanish Government has authorized the participation of this American company in excess of the 25 per cent of the capital, which is the maximum established by the government, but its participation must not exceed 45 per cent of the capital subscribed. The company has been authorized under a law of November 24, 1949, which permits foreign capital to participate in the constitution and establishment of Spanish industry.

Value of British Floor Covering Exports Lower Last Year

London, March 22, 1950.—(FTS)—Exports of linoleum and felt base floor coverings from the United Kingdom last year were 24 per cent lower in value than in 1948. Sales to Canada dropped by 30 per cent, and to the United States by more than 60 per cent.

Principal Destinations—	1947	1948	1949
		('000)	
Canada	£ 426	£ 1,168	£ 815
Australia	745	2,518	1,814
Union of South Africa	408	703	525
New Zealand	336	548	489
United States	133	299	110
Total	£ 3,220	£ 7,421	£ 5,636

Government Agencies Assist in Promotion of External Trade

Exporters and importers may obtain wealth of information and guidance from specialists in Department of Trade and Commerce—Development of Canada's Foreign Trade Service traced through period of eighty years—Department dates from 1892.

By B. C. Butler, Director, Publicity Division, Department of Trade and Commerce

(Editor's Note—This article was prepared by Mr. Butler for publication in the April, 1950, issue of *Public Affairs*, and is reproduced in *Foreign Trade* with the permission of the Editor.)

TRADE with other countries is one of the important pillars of Canadian prosperity and its development has had the attention of government since the earliest days of the country. However, this attention was at first expressed in providing railways and canals to enable Canadian products to gain readier and cheaper access to markets both on this continent and abroad. Fiscal policy and the customs tariff were also used as means of encouraging industry and promoting trade. The idea of giving the producer more direct help in finding buyers for his products in other countries grew slowly, and did not begin to ripen until Canada had reached a stage in her development when it became evident that her resources were of such a character as to require markets in other countries on a very extensive scale. The opening of the West probably did more than anything else to create a deeper and wider realization that full development of Canada's resources could only proceed on the basis of good markets abroad.

The investment of capital in Canadian manufacturing industries and the capacity of such industries to produce in excess of domestic requirements awakened a new interest in export markets. Moreover, as these new products, unlike the raw materials which had characterized the earlier days, came into direct competition with the factory output of other countries, a greater degree of promotion and salesmanship was required.

These were the conditions under which the government first began to take a more active interest in finding buyers in other countries for the mounting output of Canadian industry. The latter half of the nineteenth century had brought the widespread application of steam power and Canadians began to process and refine their raw materials before exporting them. Wood was turned into pulp and paper, metals were smelted, wheat was ground into flour, coarse grains were fed to hogs and turned into bacon. Confederation in 1867 had strengthened the productive sinews of the former colonies of British North America, and the new federal government very soon became interested in external marketing problems. A protective tariff policy fostered the growth of small industries and increased the volume and diversity of goods for export.

Government Agencies Begin to Assume Responsibility

But the very youth and size of these industries made it difficult for them to find the time, the personnel or the money with which to explore foreign markets, and government officials began to interest themselves in this work. At that time, the late 1870's, the only Canadian officials

serving abroad were concerned mainly with the selection of immigrants from Great Britain and certain European countries. These officials reported to the Department of Agriculture and it was only natural that they should be encouraged to devote some attention to the promotion of trade in farm products. At the same time they were expected to publicize Canada in every way to attract immigrants and their efforts in this direction also brought to them enquiries and openings for the sale of goods. The more active of these agents began to take a lively interest in this aspect of their work and their reports contained more and more information and suggestions to do with the means of improving sales in the areas they covered—the labelling and packaging of goods, the showing of samples and the other techniques essential to the transaction of business.

When Sir Charles Tupper was appointed as Canada's first High Commissioner in London in 1880, he interested himself in the work of the immigration officers and undertook the supervision of their trade promotion activities. He urged greater publicity of this trade work among Canadian firms and invited exporters to send their enquiries to his office. The trade reports of the immigration officers were more widely circulated in Canada and informative material on Canada and her growing productive capacity was distributed throughout the British Isles. The Commissioner-General in Paris also interested himself in similar activities in France.

About 1886, commercial agents were appointed in the West Indies and Australia. These were local businessmen who, for a small honorarium, were prepared to report upon trade opportunities and marketing conditions. They were responsible to the Department of Finance, which also took over the direction of the commercial activities of the immigration officials in the United Kingdom and Europe.

Department of Trade and Commerce Established

By this time Canada's expanding trade required the attention of a separate department, and in 1892 the Department of Trade and Commerce was established. Three years later the first full-time salaried agent was appointed and assigned to Australia. The turn of the century, the development of hydro-electric energy and still greater industrialization created the need for increased activity in the promotion of exports. The name commercial agent was changed to trade commissioner and the Commercial Intelligence Service began to take form.

However, it was the industrial expansion generated by World War I which brought about the need for a more thorough and extensive commercial representation in the world's markets, and in the 1920's a greatly increased staff was recruited and many new offices were opened. The same process followed World War II until today the Service, now called the Canadian Trade Commissioner Service, has a complement of 95 highly-trained career officers to staff 47 offices in 40 countries.

Training Important

The selection and training of these officials have become matters of primary importance to the successful functioning of the Service. New officers are recruited by competitive examination, both written and oral, and the successful candidates are given a year of intensive training in Ottawa, which includes periods with each division at headquarters as well as with other departments such as Agriculture, Resources and Development and External Affairs. They are given a thorough grounding in the problems concerned with the production and marketing of Canadian exports and the procurement of Canada's essential imports. They learn the basic principles of good public relations and are taught how

to prepare a report or article for publication. Insight into the responsibilities of other government departments prepares them for the vast variety of problems with which they will be expected to deal when serving Canada abroad in their representative capacity. Their training is concluded with a tour of Canada during which they visit all types of Canadian industry and familiarize themselves with processes and meet the businessmen whose interests they will be serving. At intervals of three years, or less, they return to Canada for a country-wide tour which enables them to refresh and expand their knowledge of Canadian industry and to discuss at first hand the foreign marketing problems of individual Canadian firms.

New Designations But Still the Businessman's Foreign Service

The expansion of Canada's diplomatic and consular representation in other countries has brought about some changes in the designation of the commercial officials. The old title of "trade commissioner" has been replaced in many countries where these officials are attached to diplomatic or consular missions—embassies, legations, consulates general and consulates. In such cases the Canadian trade commissioner has the diplomatic rank and title of commercial counsellor, commercial secretary, commercial attaché, consul-general, consul or vice consul, but the purpose of his work remains unchanged.

Speaking to a group of businessmen, the director of the Canadian Trade Commissioner Service recently referred to the organization he heads as "a \$2 million sales force". Though qualified by the official status of the personnel, this is a fair description of the nature and purposes of the duties undertaken by Canadian trade officials. They are prepared to do for a Canadian firm anything that the company's own representative would do were he on the spot, with the exception of actually taking orders. They will display the exporter's samples and catalogues, quote his prices, and endeavour to find a reliable importer to represent and sell his products in the foreign country or within a marketing area of that country. They keep a constant check on established connections in order to assist in the maintenance of smooth relations. They help in the settlement of disputes, in the collection of debts, and the disposal of distressed shipments. When a Canadian businessman visits a foreign country, the trade official is at his service to introduce him to local contacts and, if necessary, act as interpreter.

It is this unique, practical and down-to-earth service that has earned for Canada's trade officials the high reputation they enjoy both at home and abroad. While the controls, restrictions and other developments of the postwar period have thrown many new tasks upon their shoulders, it is the constant endeavour of the officials of the Service to retain the essential functions that have for so many years been at the disposal of Canadian exporters and foreign importers, and which have contributed so largely toward the expansion of Canada's markets in other countries. It is essentially a foreign service to assist businessmen.

Postwar Brings Enlarged Headquarters Organization

Until the outbreak of World War II, the trade commissioner was able to discharge his functions with a minimum of direction and assistance from the Ottawa headquarters. His task was not difficult to define; it was to seek out markets for Canadian goods and endeavour to establish connections for Canadian exporters. In this task any limitations were of a strictly commercial character—competition, terms of sale, packing, satisfactory shipping, delivery dates and similar factors. Direction from head-

quarters, under such conditions, was mainly administrative in character and the provision of certain materials and services to assist the work of the men at the foreign posts. These materials included general literature and publications about Canada, maps, basic reference books and the limited range of pictures and films then available. Important among the aids from Ottawa was a confidential directory containing full particulars about the products available for export and the firms offering them. If a trade commissioner received an inquiry in his territory for a product whose source in Canada was unknown to him or not listed in his records, he submitted the inquiry to headquarters where an effort was made to locate a Canadian source of supply. His regular reports were published in the weekly *Commercial Intelligence Journal*, which circulated widely in Canada and was read by most active exporters.

But the main tools of the trade commissioner's job were the samples, catalogues and price lists from individual Canadian firms, and with these he was constantly endeavouring to interest foreign importers in Canada as a source of supply.

The years during and since World War II have introduced a new complexity to the task of promoting commercial relations. Unbalanced trade, currency restrictions, import and export controls of various kinds now complicate the otherwise relatively simple process of bringing buyers and sellers together. A framework of international agreements, financial and commercial, has been devised upon which it is hoped world trade will be reconstructed on the multilateral basis that was familiar to all trading firms until 1940.

Meanwhile in spite of the obstacles and difficulties, vast quantities of goods are being moved in the channels of international commerce, a greater volume and value than at any time in the world's history. Much of this movement is financed by loans, credits and similar expedients, and a good portion is subject to the control machinery of both the exporting and importing country with all the resultant paper work for buyers, sellers and the government officials concerned. The services of Canada's trade representatives have facilitated the conduct of business under these present day conditions, an extension of the practical facilities they have always offered businessmen.

Foreign Trade Service

But it is no longer possible for the Canadian official abroad to accomplish his purposes "off his own bat" as he could when conditions were less complex. Constant guidance and assistance of all kinds are required of the Ottawa headquarters, and since the war a Foreign Trade Service has come into existence at Ottawa to deal with the broad, as well as the detailed problems of international trade, and to support the work of the men in the field. The following divisions of the department have been co-ordinated under the name of the Foreign Trade Service to provide these new and expanded facilities to Canada's businessmen:

Canadian Trade Commissioner Service is responsible for the recruiting, training and posting of trade commissioners, and the direction and supervision of the officers abroad. The majority of these are concerned with trade promotion in all classes of products, but at certain key posts there are officers specially trained in agriculture and others in fishery products. The headquarters staff of this Service includes five Area Trade Officers who are familiar with foreign trade developments in their geographical or political areas, and co-ordinate the work of the trade commissioners in these fields.

The Commodities Branch includes, and co-ordinates the work of the *Export Division*, the *Transportation and Communications Division*, and the *Import Division*.

The *Export and Import Divisions* comprise 27 Commodity Officers organized into five major sections—(1) Fishery Products; (2) Machinery, Metals and Chemicals; (3) Wood and Paper Products; (4) Textiles, Leather and Rubber products; (5) General products. These Commodity Officers promote both the export and import of the commodities with which each is concerned, keep the trade commissioners informed of the Canadian supply picture, and maintain close liaison with actual and prospective Canadian importers and exporters. The *Export and Import Divisions* maintain confidential *Exporters' and Importers' Directories*. The *Exporters' Directory* lists Canadian manufacturers and other producers and the commodities which they can supply. The *Importers' Directory* lists Canadian importers and foreign exporters, classified according to the field of their activities.

The Transportation and Communications Division facilitates the shipment of merchandise from point of origin to its ultimate destination, and in this respect its services are available to exporters and importers. The *Division* maintains liaison with transportation companies of all types, forwarding firms and brokerage houses. Policies initiated by foreign governments which affect the movement of Canadian goods, conference rates and regulations established by private steamship companies and the pattern of this country's foreign trade in terms of freight movements are kept under constant review.

Agricultural Commodities Branch is concerned with the export and trade promotion of all food commodities, with the exception of wheat and fish. The branch works directly with the *Agricultural Trade Commissioners* abroad, and maintains close liaison with the *Department of Agriculture*.

In the *Economic Research and Development Branch* of the department there are two divisions directly concerned with trade promotion. The first of these is the *International Trade Relations Division* which serves Canadian business by collecting and making available to government agencies and exporters data concerning trade agreements and trade relationships with other countries, tariffs, import and exchange regulations, quotas and embargoes. This *Division* undertakes, as well, detailed investigations into all aspects of commercial policy, research into tariff and financial developments, and the preparation of data required for preliminary study and preparation of new trade agreements, trade agreement renewals, and revisions.

The other is the *Industrial Development Division* which co-ordinates federal assistance in the establishment of new industries in Canada, both of domestic and foreign origin. The *division* maintains close liaison with a widespread network of organizations throughout Canada, including industrial development departments of the provinces, municipalities, railways, banks, power companies, chambers of commerce and other promotional agencies, and with trade commissioners and other Canadian *Government offices* abroad. Inquiries are processed from foreign concerns and individuals regarding the manufacture of new products in Canada under licence or royalty, and the placing of inventions. The *Industrial Development Division* organizes programs of training for foreign technicians and, working in conjunction with the *Area Sections* of the Canadian *Trade Commissioner Service*, makes arrangements for visiting foreign government officials, technicians, lecturers, scientists and students.

Publicity Division publishes or otherwise makes available to the commercial community of Canada the information assembled by the Foreign Trade Service at home and abroad. Its principal educational and informative medium is *Foreign Trade*, weekly publication of the Foreign Trade Service, in which are reproduced reports of Canadian Trade Commissioners on conditions in their respective territories, articles by Head Office personnel, news items and charts showing trade trends. Press releases and advertisements, films and radio programs, are prepared to supplement other information on all aspects of Canadian trade.

Closely associated with the above are the following agencies reporting to the Minister of Trade and Commerce:

Canadian Government Exhibition Commission is responsible for arranging participation by Canada in all exhibitions, display promotions and trade fairs outside Canada, and for international trade fairs held in Canada. The Commission also advises individual firms in the display of their commodities in foreign countries.

Wheat and Grain Division serves as a medium through which wheat, flour and other cereal products are procured for Government agencies of other countries. It maintains a constant survey of Canada's grain position, respecting supply, transportation, domestic and export demand. The director is secretary to the Wheat Committee of the Cabinet, and liaison officer between that committee and the Canadian Wheat Board, the crown corporation responsible for wheat marketing.

Canadian Commercial Corporation serves as a purchasing agent in Canada for governments of other countries and for international bodies. The facilities of the corporation are utilized in the purchase of supplies for the Department of National Defence and for defence projects.

Export Credits Insurance Corporation provides exporters with protection against the principal risks of loss involved in foreign trade, and insures them against the insolvency of the foreign buyer, protracted default in payment by the buyer when the goods have been duly accepted by him, and difficulties in the transfer of exchange, preventing the Canadian exporter from receiving payment for goods he has sold.

While directly concerned more with the recording and tabulation of the figures with respect to all aspects of national affairs, it would be a serious oversight to omit a reference to the splendid services rendered by the *Dominion Bureau of Statistics* to those engaged in the active promotion of trade. As an agency of the Department of Trade and Commerce, the bureau has always made one of its primary tasks the compilation of reliable trade figures. It is difficult to imagine how an intelligent approach to any trade problem could be possible without the knowledge and the accurate and up-to-date facts that are made available by this statistical service.

Import Trade Now Promoted

It will be noted that the above listing of the agencies now in existence to assist in the active promotion of Canada's trade includes an Import Division as part of a larger Commodities Branch. Attention to import trade became necessary during the war years, when it was difficult to obtain many essential items from overseas. This condition remained after the war and Canada's importers continued to look to the department for facilities in arranging their purchases. The Import Division is also serving a valuable function at the present time in bringing about a readjustment in Canada's import sources; the general policy is to reduce imports where possible from dollar sources and to encourage imports from the sterling and European countries. This is expected to have the twofold effect of redressing our balance of payments with the hard-currency countries and

providing the sterling and European countries with the necessary exchange with which to maintain their purchases from Canada. In other words, Canada practises and actively promotes two-way trade and regards this as a healthy basis on which to maintain and expand her commerce with the world.

Team-work Produces Practical Results

Space does not permit a more extensive discussion of the work of the various branches and agencies of the Department of Trade and Commerce that are engaged full-time in trade promotion. However, the names and descriptive notes following each give some indication of the many facilities and services now available to the businessmen of Canada and the countries in which Canadian trade officials are located. It should also be clear from these notes that the trade officials serving abroad are today supported in their efforts with an organization at headquarters which not only goes a long way toward meeting the needs of the times, but also enables them greatly to increase the effectiveness of their trade promotion activities—import as well as export. Many examples could be given of the extent to which the close team-work between the men in the field and the headquarters organization has produced results in the form of business for Canadian firms in all parts of the country and in all classes of manufactured goods; in the plant and animal products of our farms; the varied output of our mines; the harvest of our fisheries, fresh, dried, salted, canned and otherwise processed or packed.

The business opportunities that are developed by the Foreign Trade Service in the field and in collaboration with headquarters are brought to the attention of Canadian businessmen by direct correspondence or through the medium of the weekly publication of the service, *Foreign Trade*. Replacing the former *Commercial Intelligence Journal* in 1947, this publication is made available at a nominal yearly subscription. It presents every week the reports of the field and headquarters staff, and is an invaluable aid both to firms long established in foreign dealings and to those who are beginners in the business.

Other Agencies Play Indirect Role

While the Department of Trade and Commerce is charged with the main responsibility for the government's concern in trade promotion, other departments and agencies play an indirect though extremely valuable role. In fact, no agency of government with interests outside Canada and no Canadian official serving abroad can be entirely divorced from the trade aspects of Canada's relations with other countries. Thus, the officers reporting to the Department of External Affairs—heads of diplomatic missions to junior officers in consulates—find many occasions to advance Canadian trade interests in the territories in which they serve. Part of their function is "public relations" at a high level and in an international setting, and their activities along these lines can but enhance the receptivity of foreign consumers for Canadian products and services.

While price, quality, packing and similar considerations are perhaps of primary importance, favourable knowledge of and confidence in the country of origin enters into a buyer's decision to purchase a product that is not produced in his own country. In certain high-quality or technical articles, such as watches or machinery, the reputation of the country and its people frequently outweighs considerations of price.

In many countries, Canada and Canadians are well and favourably known as a result of the years during which we have exchanged goods, people, services and ideas. But in a great many parts of the world we are still little more than a geographic place name to most of the business-

men and the general population. A Canadian salesman or government trade official visiting such countries quickly finds that his sales efforts must be preceded by an educational process that will inspire confidence in Canada and Canadian methods and institutions. It must be established to the satisfaction of our potential customers that we are a capable people, and that our business methods, banking procedures and our general cultural level qualify us to produce goods which they should want to buy.

The informational and educational task abroad must, therefore, be continuous and employ all possible media—radio, films, and still pictures, attractive literature, the arts, displays at trade fairs and exhibitions in other countries. In this modern, highly-competitive trade world, such indirect aids to the promotion of trade cannot be neglected; they are part and parcel of the “institutional” advertising of a country whose prosperity depends so heavily upon international trade.

Agencies such as the International Service of the Canadian Broadcasting Corporation, the National Film Board, the Information Division of the Department of External Affairs, the Canadian Government Travel Bureau, the National Gallery of Canada and the Canadian Government Exhibition Commission, coupled with the facilities of the Canadian diplomatic missions and trade officials abroad, perform functions of incalculable value to all other and more direct sales efforts. Each of these agencies through its own medium helps to make Canada, her people, their customs and institutions, more widely known and understood.

Until the other departments and agencies referred to above came into existence or extended their activities to include the audience outside Canada, the trade officials were left very largely to their own devices and imagination in promoting Canada in this general and broader sense. During and since the recent war the task has been taken up by persons who are expert in the various media, and the total result assumes the professional quality that is so necessary if our story is to be noticed in competition with that of other nations.

The Canadian International Trade Fair

The Canadian International Trade Fair has, for the past three years, provided an extremely useful theme upon which to develop a substantial volume of publicity and promotion abroad and in Canada. Quite apart from any other results in the form of business generated during the fair, there can be no doubt that as a result of the publicity abroad promoting the participation of exhibitors and buyers, Canada has become better known as a great trading nation.

Activities of Private Interests Essential

It will have become apparent to any reader who has progressed thus far that the business of selling Canada and Canadian products and services abroad, and the development of international trade have the attention of a great many agencies of government. Much has been left to the imagination of the reader, but enough has been said to indicate the extent and character of the work being done. Unfortunately, space does not permit of a discussion of the efforts of the various provincial officials and the many private Canadian companies and institutions—manufacturers, banks, railways and insurance companies, to mention but a few—to spread Canada's story and to promote their own interests abroad. In the last analysis, these private promotional efforts are the ones that are the most tangible and perhaps the most lasting in value to Canada. In fact, if full advantage is to be taken of promotion provided by government agencies, private business must take an increasingly active part.

There is little to be gained in acquainting potential customers or sellers in other lands with the opportunities for business with Canada, if this knowledge is not followed, and as soon as possible, with specific publicity and firm offers from Canadian business itself. It is only by such complementary action that trade will be maintained and continually expanded to the benefit of all Canadians and the peoples with whom we trade.

Shipbuilding Industry of Great Britain Is Good Source of Foreign Exchange

Approximately £100,000,000 earned last year—Total of 124 ships, of 522,102 gross tons, launched last year for owners in other countries—Great Britain built 40·5 per cent of world total of 3,131,805 gross tons launched in 1949.

By A. E. Bryan, Commercial Counsellor for Canada

LONDON, April 22, 1950.—Great Britain launched 124 ships, of 522,102 gross tons, during the past year for owners in other countries. This figure represents 41·2 per cent of the total tonnage built in the United Kingdom in 1949. Of these ships, 39 of 255,864 tons were for Norway; 35 of 60,929 tons were for shipowners in the Commonwealth countries; 10 of 54,341 tons were for Argentina; six of 46,154 tons were for Panama; nine of 33,115 tons were for Denmark; and six of 32,008 tons were for Holland. British shipbuilders earned approximately £100,000,000 in foreign exchange last year, the same amount in 1948 and £60,000,000 in 1947. The yards have enough work in hand to keep them well employed for the next eighteen months.

The total amount of shipping launched last year numbered 926 vessels of 3,131,805 gross tons, compared with 872 ships of 2,309,743 tons in 1948, an increase of 822,062 tons. Great Britain was responsible for 1,267,467 tons, or 40·5 per cent of the total, which compares with 50·9 per cent in 1948 and with 34 per cent in 1938. Launchings by other leading shipbuilding countries were: United States, 633,306 tons; Sweden, 323,099 tons; Holland, 169,295 tons; France, 154,859 tons; Japan, 147,974 tons; and Italy, 99,150 tons.

Countries for which the largest amounts of new tonnage were launched were: United Kingdom, 745,365 tons; Norway, 640,486 tons; Panama, 245,452 tons; France, 217,715 tons; Liberia, 198,548 tons; United States, 152,443 tons; Argentina, 134,465 tons; Holland, 125,143 tons; Japan, 124,378 tons; and Denmark, 110,942 tons.

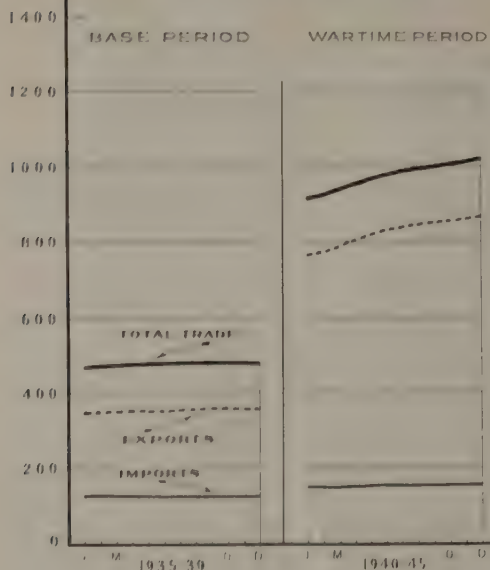
The total tonnage of steamers launched in the world was 1,366,382 tons, of which 435,807 tons (31·9 per cent) were launched in the United Kingdom and 930,575 tons (68·1 per cent) in countries abroad.

There were launched 102 ships of 1,015,811 tons to be fitted with geared steam turbines and one ship of 11,903 tons, in which turbo-electric propulsion is to be employed. In addition, there were launched 18 ships of 83,952 tons with a combination of steam reciprocating engines and low pressure turbines. Of the United Kingdom launchings there were 30 turbine ships of 245,570 tons.

Total tonnage of motorships launched in the world was 1,765,423 tons. Of these, 831,660 tons (47·1 per cent) were launched in the United Kingdom and 933,763 tons (52·9 per cent) in countries abroad. The motorships included 12 ships of 15,022 tons, in which electric drive is employed.

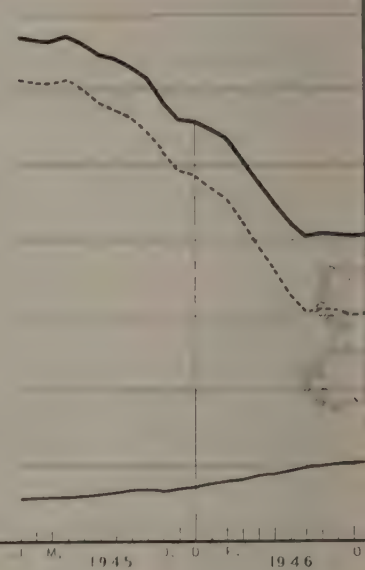
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AVERAGES OF CANADIAN TRADE FOR PRE-WAR AND WARTIME PERIODS



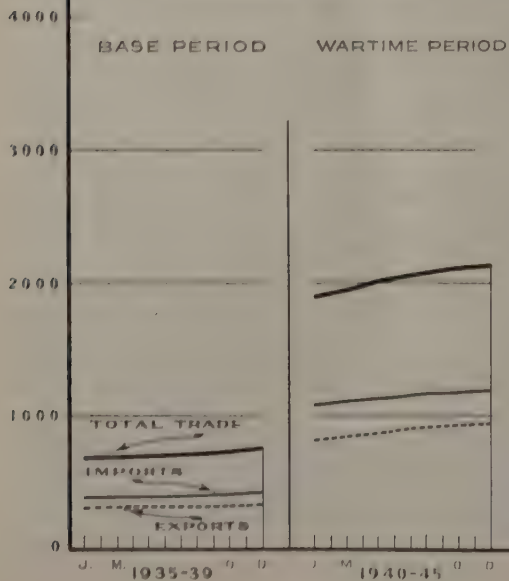
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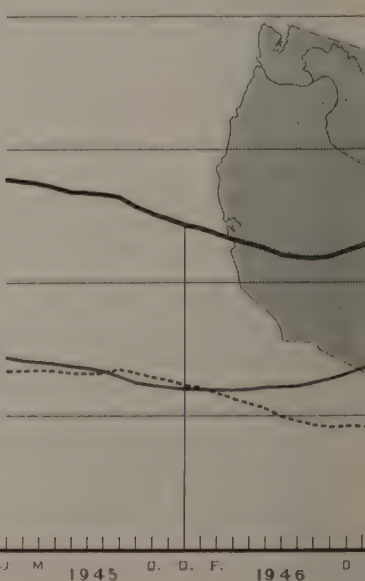
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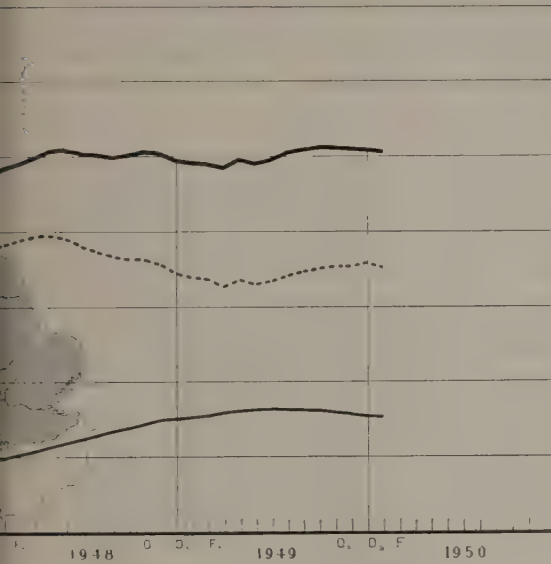
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UNITED KINGDOM,

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BASE AND WARTIME PERIODS
(MONTH TOTALS)



RELATIVE PROPORTIONS OF TRADE
WITH
UNITED KINGDOM
TO
TOTAL CANADIAN TRADE
AVERAGE FOR THE BASE PERIOD
COMPARED WITH
LATEST COMPLETED CALENDAR YEAR

TOTAL



1935-39



1949

IMPORTS

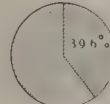


1935-39

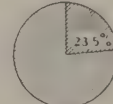


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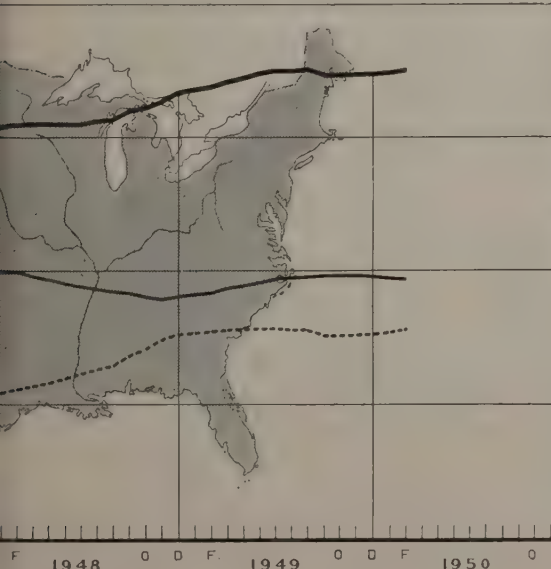


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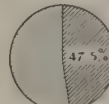
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BASE AND WARTIME PERIODS
(MONTH TOTALS)

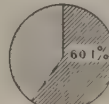


RELATIVE PROPORTIONS OF TRADE
WITH
UNITED STATES
TO
TOTAL CANADIAN TRADE
AVERAGE FOR THE BASE PERIOD
COMPARED WITH
LATEST COMPLETED CALENDAR YEAR

TOTAL

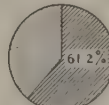


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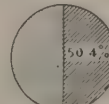


1949

EXPORTS



1935-39



1949

Higher Cost of Materials Affects British Vehicle Manufacturers

Substantial advantage derived from devaluation through sale of cars in hard-currency countries—Upward movement in price of materials causing difficulties—Exports of vehicles establish record — Overseas sales of tractors adversely affected by currency considerations—Total of 31,213 passenger cars shipped to Canada in 1949.

By A. E. Bryan, Commercial Counsellor for Canada

LONDON, April 22, 1950.—Motor vehicle manufacturers in Great Britain, who derived substantial advantage from devaluation of the pound sterling through the sale of their cars in hard-currency countries, are now experiencing difficulties from the upward movement in the price of materials. The market in Canada is satisfactory, but most companies are just breaking even in the United States. New promotion schemes will involve the expenditure of more dollars before returns can be secured.

Whereas the larger production has assisted manufacturers in offsetting increased material and wage costs, their ability to do so now is somewhat restricted, as the limit in key raw material supplies has almost been reached. Under the changed circumstances, it will be difficult to maintain exports at the present level, though much will depend on the prices of essential raw materials in the countries of supply. Transportation companies in this country have already felt the higher costs, which will be further raised by those for replacements and maintenance.

Although tire producers are also faced with increased production costs, price increases may well be delayed, as material stocks are understood to be good. In the past two months, heavy demands have been made on manufacturers, and there is no doubt that tire stocks are higher now than they have been for a long time. No price increases are at present contemplated, but since carbon black, which comes from the United States, rubber and cotton have all advanced in price, and certain essential chemicals are as much as five times dearer, a readjustment in the not distant future cannot be ruled out.

The following figures record the output of cars, commercial vehicles, agricultural tractors and trailers in the years 1938, and 1947 to 1949, and also give a breakdown of the cars and trucks produced by size:

British Output of Cars, Trucks, Tractors and Trailers

Year	Cars	Commercial vehicles	Agricultural tractors	Trailer caravans
1938	341,000	104,000	10,000	2,800
1947	287,000	157,945	58,939	2,400
1948	334,815	177,261	117,673	2,737
1949	412,290	218,375	90,411	5,227

British Production of Cars by Size or Cylinder Capacity

(In cubic centimetres)

	1948
Not exceeding 1,600 c.c.	242,565
Between 1,600 c.c. and 2,200 c.c.	67,571
Exceeding 2,200 c.c.	24,649
Total in 1948	334,815

British Production of Commercial Vehicles

(By carrying capacity)

	1948
Under 15 cwt.	62,928
15 cwt. to 6 tons	91,229
Over 6 tons	6,068
Buses and trolley buses	13,077
Electric vehicles	3,959
Total	177,261

British motor vehicle manufacturers last year were able to produce well over 100,000 more cars and commercial vehicles than in 1948. Altogether, the record number of 630,665 units came off the assembly lines, 412,290 cars and 218,375 trucks and buses. Agricultural tractor production during the year sustained a setback as a result of currency considerations restricting sales in the major overseas markets; the 90,411 manufactured compares with 117,673 in the preceding year.

Vehicle Exports Establish Record

The industry, which for some while now has been the nation's number one exporter, reached the zenith of its attainments so far by shipping almost 258,000 cars and just over 93,000 commercial vehicles in 1949. In doing this, makers of each class of vehicle exceeded the government's export targets set for attainment by the end of the year. It will be recalled that the targets were framed in terms of monthly average values of shipments, £5·5 millions for cars and £3·5 millions for commercial vehicles. A particularly spectacular increase in the rate of truck and bus exports after devaluation put the level of shipment above that shown by the latest comparable export figures for the United States, an achievement previously to be credited only to British car manufacturers.

The total value of the industry's overseas sales of cars, commercial vehicles, agricultural tractors, and parts and accessories amounted to more than £170 millions last year, compared with £146 millions in 1948.

Domestic Quota of Vehicles Reduced

At home the major development occurred towards the end of the year when the government announced their intention, as part of the economy measures, of reducing capital investment in commercial vehicles so as to permit a home quota in 1950 of only 81,550 units as against the 1949 annual rate of 110,000. Likewise, the car home quota for 1950 is put at 110,000 vehicles, well below the 1949 home rate, but about the same number released for domestic sale in 1948. It is estimated that there is now an accumulation of unfilled orders amounting to over one million cars and trucks.

British Exports of Vehicles, 1949

Passenger Cars—	No.	
Australia	84,670	£ 23,256,718
CANADA	31,213	7,808,602
Union of South Africa	18,584	5,051,496
Belgium	11,628	3,277,767
New Zealand	11,553	2,688,471
Brazil	7,882	2,579,909
United States of America	6,716	1,853,541
Irish Republic	7,183	1,853,223
Netherlands	6,376	1,830,328
Switzerland	5,285	1,738,429
Others	66,832	20,860,485
Total	257,922	£ 72,798,969

British Exports of Vehicles, 1949—Concluded

Commercial Vehicles—		
Australia	26,796	£ 9,697,401
Union of South Africa	3,036	2,767,019
British West Africa	5,412	2,417,559
India	4,895	2,248,148
British East Africa	4,364	2,068,431
New Zealand	5,062	1,849,453
Iran	1,149	1,429,475
Brazil	2,823	1,376,435
Belgium	4,022	1,124,153
Irish Republic	1,659	1,029,181
Others	33,869	16,207,974
Total	93,087	£ 42,215,229
Agricultural Tractors, including Horticultural—		
Australia	18,493	£ 5,695,445
United States of America	6,605	1,477,522
Union of South Africa	4,871	1,438,548
New Zealand	4,455	1,310,090
Sweden	4,291	1,294,943
Denmark	4,028	1,112,514
France	3,525	989,158
Others	17,652	5,989,091
Total	63,920	£ 19,307,311
Parts and accessories .....	....	39,119,026
Grand total .....	....	£ 173,440,535

Venezuelan Fish Canning Industry Seeks Protection from Foreign Competition

Fish production has increased as a result of government and private investment—Venezuelan Development Corporation purchased 350 outboard engines and 450 inboard motors for resale to local fishermen on instalment plan—Production zones have been established and inspectors appointed.

By C. S. Bissett, Canadian Government Trade Commissioner

CARACAS.—Fish production in Venezuela has increased substantially during the last few years, stimulated by government and private capital. The Venezuelan Development Corporation commenced in 1947 an extensive program of assistance to the fishing industry, the first step of which was the purchase of 350 ten horsepower outboard engines and 400 inboard motors of 16, 25 and 42 horsepower. These were then sold to local fishermen with the provision that payments should be made over a period of from twelve to eighteen months, the first instalment being 20 per cent of the cost. There were fewer than one hundred motorized fishing boats, of a total of approximately 4,260, in 1946, whereas the number in 1948 was around 800. This has undoubtedly contributed to the increase in production.

Other governmental assistance to the fishing industry has taken the form of protection of fishing zones and the scientific study of prolific regions, the financing of warehouse installations and the establishment of a series of fishing regulations relating to the industry. For control purposes, eastern, western and central zones of production have been established, as well as two river zones, the Orinoco and the Apure. Inspectors have been appointed for each region. The Agricultural and Livestock Bank also has been purchasing fishing equipment, which is resold at cost on easy terms to fishermen. The Venezuelan Development Corporation

is planning to build small fishing vessels at the ports of Cumana and Puerto Cabello, and to establish refrigeration plants at various fish-producing centres in the country.

Venezuelan Fish Production

	Fresh	Salted (Tons)	Canned
1939	6,081	3,896	Nil
1941	8,101	8,654	Nil
1943	8,179	12,774	2,000
1945	15,353	13,089	6,023
1946	22,968	13,541	7,791
1947	29,080	11,782	7,479
1948	39,355	13,466	9,280
1949 (8 months)	25,270	7,469	4,787

(Figures from Banco Agricola y Pecuaria, Caracas.)

Canning Industry Suffers from Foreign Competition

Canned fish production commenced in Venezuela in 1942, largely as a result of wartime shortages of foreign supplies. Modern machinery was brought in and fish canning plants built. Output rapidly increased, reaching a peak in 1948 of 9,280 tons. However, once traditional foreign suppliers had completed UNRRA contracts in the postwar period and re-entered the Venezuelan market, the high cost of Venezuelan canned fish made the local industry non-competitive. Only three of the seven fish canning factories are now in operation, and these at a greatly reduced rate of production. It is said there are unsaleable stocks amounting to 18 million bolivars, and 4 million bolivars' worth of tin and oil which have not been used. Strong pressure is being brought to bear on the Venezuelan Government by the industry to arrange a modification of the present *modus vivendi* with the United States, made in 1939, which permits the entry of canned sardines into Venezuela at the low bound rate of Bs.0.28 per gross kilo. The non-renewal this year of the Canadian-Venezuelan *modus vivendi*, which was renewed annually since 1941, is said to have been connected with the Venezuelan Government's desire to curtail Canadian competition in the canned sardine field. The government appears determined to do everything possible to save this industry, and an import tariff increase will, without doubt, be imposed as soon as the treaty rate can be altered by agreement.

Pearl fishing opened again last January at the Island of Margarita. Divers from the Ministry of Agriculture surveyed the oyster beds, and their reports indicate that a profitable season can be expected. Pearls from this area are world famous for their quality. No pearl fishing was done in 1949, because the oyster beds were not fully developed, and also because there were large stocks in existence.

Budget of Philippines Provides for Surplus

Manila, May 1, 1950.—(FTS)—The budget of the Philippines for the fiscal year ending June 30, 1951, provides for ordinary expenditure of 248,042,450 pesos, after allowing for an anticipated saving of 15,000,000 pesos, and for extraordinary expenditures of 96,066,900 pesos. These total 344,109,350 pesos, while the estimated income is 390,209,500 pesos. Sources of revenue are: Taxation, 286,887,600 pesos; incidental, 4,881,300; earnings and other credits, 18,979,500 pesos; receipts automatically appropriated, 7,368,500 pesos; repayment of interest and sinking fund advances, 1,500,000 pesos.

Canadian Exports, by Commodities

	April			January—April		
	1938	1949	1950	1938	1949	1950
MAIN GROUPS	(Millions of Dollars)					
Agricultural, Vegetable Products.....	7.2	62.4	37.4	49.7	218.0	186.8
Animals and Animal Products.....	6.0	19.3	20.2	36.5	87.8	109.8
Fibres, Textiles and Products.....	0.7	1.6	1.2	3.6	9.2	5.9
Wood, Wood Products and Paper.....	13.8	64.5	75.8	60.3	263.7	298.7
Iron and Products.....	4.0	27.4	19.5	22.6	101.6	72.9
Non-Ferrous Metals and Products.....	13.8	38.5	28.5	61.2	138.6	119.3
Non-Metallic Minerals, Products.....	1.6	3.9	7.4	6.6	20.3	29.9
Chemicals and Allied Products.....	1.5	8.0	7.0	6.8	27.6	31.4
Miscellaneous Commodities.....	2.2	12.2	8.5	6.8	29.7	17.7
TOTAL DOMESTIC EXPORTS.....	50.9	237.8	205.5	254.1	896.6	854.4
Agricultural, Vegetable Products:	(Thousands of Dollars)					
Fruits.....	238	351	645	2,843	3,149	5,159
Vegetables.....	128	290	762	691	1,663	3,103
Wheat.....	2,052	34,030	19,005	19,117	108,641	79,085
Grains, other.....	246	4,395	944	2,693	10,552	7,187
Flour of wheat.....	1,050	8,867	7,069	6,079	33,993	31,496
Farinaceous products, other.....	616	1,455	1,045	3,348	4,249	4,019
Sugar and products.....	266	122	171	587	624	848
Alcoholic beverages.....	815	2,723	2,853	3,559	11,272	10,683
Vegetables fats and oils.....	8	621	288	39	3,521	1,138
Rubber and products.....	940	2,691	891	4,324	9,296	3,449
Seeds.....	117	4,792	1,271	1,060	20,596	10,471
Tobacco.....	555	1,039	971	4,554	5,749	6,016
Vegetable products, other.....	139	1,022	1,471	785	4,705	6,115
TOTAL.....	7,171	62,400	37,385	49,679	218,008	168,770
Animals and Animal Products:						
Cattle.....	612	3,908	5,024	2,669	12,514	21,909
Other animals, living.....	173	974	413	551	2,739	2,716
Fish and fishery products.....	1,001	5,062	6,953	7,835	22,676	30,299
Furs and products.....	413	1,527	1,666	7,506	10,104	8,998
Leather and products.....	271	621	466	1,504	2,397	1,965
Bacon and hams.....	2,546	1,482	786	11,163	7,286	17,035
Meats, other.....	207	2,038	2,320	1,474	11,440	10,435
Cheese.....	253	491	83	533	546	460
Milk products, other.....	134	544	594	854	3,472	3,458
Eggs, shell and processed.....	4	777	188	39	6,164	3,776
Animal products, other.....	432	1,917	1,689	2,392	8,452	8,795
TOTAL.....	6,045	19,341	20,181	36,520	87,792	109,847
Fibres, Textiles and Products:						
Cotton products.....	183	216	290	852	2,244	1,591
Flax, hemp, jute and products.....	6	124	107	34	682	558
Wool and products.....	60	216	158	397	1,636	1,017
Artificial silk and products.....	126	161	203	668	612	1,057
Textile products, other.....	324	856	478	1,670	4,023	1,667
TOTAL.....	698	1,573	1,235	3,620	9,198	5,889
Wood, Wood Products and Paper:						
Planks and boards.....	1,876	10,912	16,792	9,793	43,276	60,006
Pulpwood.....	142	1,339	1,076	1,796	10,457	9,344
Unmanufactured wood, other.....	1,151	4,090	4,046	5,764	14,538	15,371
Wood pulp.....	1,813	12,929	13,283	9,253	59,157	57,120
Manufactured wood, other.....	184	697	255	1,058	1,861	1,187
Newsprint paper.....	7,980	32,393	39,039	29,447	126,420	149,815
Paper, other.....	545	1,891	1,161	2,930	6,843	4,985
Books and printed matter.....	63	202	187	262	1,135	838
TOTAL.....	13,756	64,453	75,839	60,302	263,688	298,666

Canadian Exports, by Commodities—Concluded

Commodity	April			January—April		
	1938	1949	1950	1938	1949	1950
(Thousands of Dollars)						
Iron and Products:						
Iron ore.....	267	267	267	309	46	
Ferro-alloys.....	41	2,497	892	396	8,906	3,599
Pigs, ingots, blooms, billets.....	4	609	1,128	1,525	1,325	4,494
Rolling mill products.....	173	1,196	586	900	4,365	2,727
Locomotives and parts.....	224	761	1,135	233	8,227	1,885
Farm machinery and implements.....	698	11,538	9,016	3,244	39,329	32,950
Hardware and cutlery.....	81	412	316	597	1,485	1,328
Machinery (except farm).....	625	3,077	1,796	3,402	10,619	6,450
Automobiles, freight.....	459	1,111	507	3,123	3,118	3,274
Automobiles, passenger.....	1,189	1,569	1,028	6,191	5,464	4,054
Automobile parts.....	221	886	1,088	1,224	3,489	3,714
Railway cars and parts.....	1	1,535	701	10	5,986	2,843
Iron products, other.....	300	1,948	1,292	1,760	9,018	5,548
TOTAL.....	4,017	27,408	19,485	22,606	101,641	72,912
Non-Ferrous Metals and Products:						
Aluminium and products.....	1,221	6,887	8,712	6,495	23,725	27,723
Brass and products.....	57	244	171	305	1,052	616
Copper and products.....	3,700	7,691	5,393	15,899	27,403	24,930
Lead and products.....	757	4,567	1,248	2,942	15,379	5,972
Nickel.....	3,197	10,010	7,213	20,430	33,800	33,374
Precious metals (except gold).....	3,734	1,723	1,874	8,755	9,223	7,544
Zinc and products.....	681	5,272	3,053	3,895	19,773	12,728
Electrical apparatus, n.o.p.....	306	961	595	1,448	4,586	2,749
Non-ferrous products, other.....	191	1,175	285	1,032	3,642	3,688
TOTAL.....	13,844	38,528	28,545	61,201	138,581	119,323
Non-Metallic Minerals, Products:						
Asbestos and products.....	852	857	4,258	2,878	6,785	18,033
Coal.....	56	117	384	516	1,198	1,622
Petroleum and products.....	9	107	29	127	1,539	83
Abrasives, artificial, crude.....	379	1,238	1,155	1,629	4,656	4,229
Non-metallic products, other.....	327	1,594	1,596	1,424	6,170	5,902
TOTAL.....	1,624	3,913	7,422	6,574	20,348	29,868
Chemicals and Allied Products:						
Acids.....	67	271	173	389	1,015	773
Medicinal preparations.....	68	456	227	386	1,230	1,335
Fertilizers.....	716	4,871	3,204	3,243	16,493	14,492
Paints and varnishes.....	71	360	188	302	1,396	1,416
Calcium compounds.....	25	127	97	161	79	387
Soda and sodium compounds.....	345	341	363	1,336	1,356	1,524
Chemical products, other.....	213	1,551	2,702	947	5,335	11,443
TOTAL.....	1,506	7,977	6,953	6,765	27,615	31,370
Miscellaneous Commodities:						
Toys and sporting goods.....	6	37	19	46	118	74
Films.....	381	483	339	1,341	1,070	849
Ships and vessels.....	85	7,122	5,989	178	10,293	6,296
Aircraft and parts.....	866	1,237	301	1,597	2,539	1,574
Electrical energy.....	323	474	485	1,398	1,757	1,811
Miscellaneous consumer goods.....	142	623	317	617	1,750	1,066
Miscellaneous, other.....	256	762	258	1,037	5,302	2,692
Donations and gifts.....		659	162		3,694	1,025
Non-commercial articles.....	142	801	588	627	3,208	2,334
TOTAL.....	2,200	12,198	8,458	6,840	29,731	17,720

Canadian Exports, by Main Groups

Main Groups	April			January—April		
	1938	1949	1950	1938	1949	1950
(Thousands of Dollars)						
ALL COUNTRIES						
Agricultural, Vegetable Products.....	7,171	62,400	37,385	49,679	218,008	168,770
Animals and Animal Products.....	6,045	19,341	20,181	36,520	87,792	109,847
Fibres, Textiles and Products.....	698	1,573	1,235	3,620	9,198	5,889
Wood, Wood Products and Paper.....	13,756	64,453	75,839	60,302	263,688	298,666
Iron and Products.....	4,017	27,408	19,485	22,606	101,641	72,912
Non-Ferrous Metals and Products.....	13,844	38,528	28,545	61,201	138,581	119,323
Non-Metallic Minerals, Products.....	1,624	3,913	7,422	6,574	20,348	29,868
Chemicals and Allied Products.....	1,506	7,977	6,953	6,765	27,615	31,370
Miscellaneous Commodities.....	2,200	12,198	8,458	6,840	29,731	17,720
TOTAL.....	50,860	237,792	205,503	254,107	896,603	854,366
UNITED KINGDOM						
Agricultural, Vegetable Products.....	3,737	30,139	15,421	31,901	101,493	71,405
Animals and Animal Products.....	3,871	3,548	1,233	21,958	16,943	21,708
Fibres, Textiles and Products.....	300	108	22	1,245	568	340
Wood, Wood Products and Paper.....	2,304	6,676	1,288	11,269	21,316	6,891
Iron and Products.....	635	2,307	580	5,799	7,477	3,095
Non-Ferrous Metals and Products.....	6,905	17,385	5,884	31,688	48,274	25,565
Non-Metallic Minerals, Products.....	188	823	780	688	2,033	3,047
Chemicals and Allied Products.....	319	747	312	1,370	1,978	1,811
Miscellaneous Commodities.....	503	1,316	275	1,525	2,402	1,036
TOTAL.....	18,762	63,049	25,795	107,442	202,484	134,896
UNITED STATES						
Agricultural, Vegetable Products.....	1,567	12,548	8,466	6,301	45,551	40,341
Animals and Animal Products.....	1,547	11,894	14,513	9,766	51,537	67,806
Fibres, Textiles and Products.....	35	511	729	200	2,637	3,189
Wood, Wood Products and Paper.....	9,010	51,085	71,524	38,561	217,040	278,470
Iron and Products.....	383	11,334	11,257	1,673	40,589	39,418
Non-Ferrous Metals and Products.....	3,279	15,276	20,343	11,203	66,413	77,333
Non-Metallic Minerals, Products.....	806	2,528	5,244	3,695	13,999	21,410
Chemicals and Allied Products.....	704	3,895	4,405	3,405	12,140	18,695
Miscellaneous Commodities.....	657	1,583	1,310	2,716	5,900	5,137
TOTAL.....	17,987	110,654	137,792	77,519	455,804	551,800

Calcium Carbide Production in Spain

Madrid, April 29, 1950.—(FTS)—Approximately 36,000 tons of calcium carbide are produced per year by Spanish factories, according to *Industria*, monthly publication of the Madrid Chamber of Commerce.

Output of Canadian Musical Instrument Industry at New High

The factory value of products manufactured by the musical instrument industry of Canada in 1948 was \$4,830,600, an all-time peak, as compared with \$4,389,700 in the preceding year. This industry, which is located almost entirely in the provinces of Ontario and Quebec, gave employment to 1,108 persons in 1948 and their salaries and wages totalled \$2,035,000 as compared with 1,085 employees paid a total of \$1,831,000.

The number of pianos manufactured and in process of manufacture in 1948 was 5,971 with a value of \$1,825,969 as compared with 6,042 pianos valued at \$1,556,293 the year before. There were 284 organs manufactured during the year as compared with 336, and the value was \$584,808 as against \$540,881.—(*D.B.S., May 13*)

Britain Expects to Buy Large Part of Wheat Requirements From Canada

Purchases in 1950-51 crop year to be made within framework of International Wheat Agreement—United Kingdom has undertaken to take 300,000 tons of Canadian flour at competitive North American prices.

THE following agreed statement by the United Kingdom and Canadian Governments, recording the result of recent wheat discussions in London, was made in the House of Commons on May 30 by the Right Hon. C. D. Howe. "The Canadian Minister of Trade and Commerce has held discussions in London with United Kingdom ministers on the subject of the United Kingdom's wheat requirements in the crop year 1950-51 within the framework of the International Wheat Agreement.

"Both governments have now reviewed the results of those talks. They are agreed that the International Wheat Agreement removes the need for a contract to replace the existing Anglo-Canadian Wheat Agreement, which expires at the end of July.

"The United Kingdom Government has made it clear that, out of its total wheat import requirements in 1950-51, it expects to buy a large proportion in Canada which, quite apart from the special contractual arrangements for the past four years, is, and it is hoped will remain, the traditional source of supply for the United Kingdom. The Canadian Government, for its part, is satisfied that Canadian wheat growers will continue to find in the United Kingdom a market for a very substantial part of their exportable wheat."

Mr. Howe also said that the United Kingdom had agreed to take 300,000 tons of Canadian flour at competitive North American prices as part of its purchases of Canadian wheat in the crop year 1950-51.

"In the light of all our discussions, I think it reasonable to assume that, in 1950-51, the United Kingdom will purchase from Canada between 100 and 120 million bushels of wheat", he declared. "It is understood that such wheat will be offered upon International Wheat Agreement terms as to price, quality and position not less favourable than those obtained by any other buyer in the dollar market, whether in the United States or in Canada."

Price Index for Canadian Newsprint in New York

Although the commodity price index in the United States last April was 154, the index for Canadian newsprint delivered at New York was only 143. The base, in 1926, is 100. The comparative indexes since 1938 indicate that the index for newsprint has been below the general commodity index in each year, as follows:

	Canadian newsprint	General commodity
1938	71	79
1939	71	77
1940	71	79
1941	71	87
1942	71	99
1943	78	103
1944	83	104
1945	86	106
1946	103	121
1947	126	152
1948	140	165
1949	143	155
1950	143	154



Trade Fair News

Information of particular interest to firms planning participation in the Canadian International Trade Fair, being held in Toronto from May 29 to June 9, 1950, will be published from week to week in this column.

Something for everyone is on display at the Third Canadian International Trade Fair which opened in Toronto on May 29. The wide variety of products range from the utmost in frivolity to the latest in the utilitarian. Special displays of general interest include exact replicas of the British Crown jewels, insured for £ 8,000; an ancient 3,000-pound spinning wheel, which, although several hundred years old, is shown in actual operation; ancient prototype machines; one composite exhibit has 250 machines under power and in operation; various scientific displays; displays by Canadian provinces; an exhibit by the Department of Transport which shows how planes are brought down through fog by modern scientific control.

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Business and Economics—The range of interest is literally unlimited, covering the whole field of world production, international trade and business management at the very highest level.

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Children—the various exhibits range from toys of all countries, including an exhibit by the toy purveyors to the Royal Family, to bicycles, clothes, etc.

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Men—the man on the street would enjoy the various building displays, hobbies and handicrafts, sports equipment, and such luxurious fancies as hand wrought silver desk sets.

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Motion pictures—the National Film Board is operating a motion picture theatre at the Trade Fair, showing not only Canadian films but films which exhibitors from other countries wish to show.

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Religious and Cultural—exhibits range from vestments and religious articles to a display by Australian book publishers of their representative works.

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Women—exhibits of fashion and adornment include jewels and jewelry; modern and antique silverware; lingerie and sports clothes; textiles and accessories. These come from all countries, and range from high fashion items from Paris to peasant handicrafts from Yugoslavia. There are textiles used by Christian Dior as well as intricately worked Florentine leather handbags from Italy. In the homemaking section, there are furnishings and fabrics, ceramics and household appliances, antiques, as well as such new inventions as ultrasonic washing machines and electric irons without a cord. One of the lacy lingerie exhibits by a British fashion designer is an item called "Fiskie Panties". There are lipsticks equipped with a pop-up mirror and a new tailored ring which fits all fingers and can be adjusted to slide snugly over nubbly knuckles. There are charm bracelets so delicately constructed that tissue paper can be rolled between the wringers of a tiny washing machine.

Trade and Tariff Regulations

Jamaica Increases Import Duty on Liquor and Cigarettes

Kingston, May 19, 1950.—(FTS)—By the Import Duties (Higher Rates) Order, 1950, of May 16, Jamaica increased the rates of import duty on liquor and cigarettes. The rates shown hereunder for liquors are respectively those of the new British Preferential and General tariffs. The former rates for both liquors and tobaccos are shown in parentheses: brandy, whisky, gin and rum, in bottle, not over 80 per cent proof, £4 16s. and £6 4s. per liquid gallon (£4 10s. and £5 18s. per liquid gallon); brandy, whisky, gin and rum imported otherwise than in bottle or exceeding 80 per cent proof, £6 and £7 10s. per proof gallon (£5 12s. 6d. and £7 2s. 6d. per proof gallon); cigarettes manufactured within the British Empire and containing not less than 50 per cent of tobacco grown within the Empire, £1 13s. 8d. per pound (£1 10s. 4d. per pound); cigarettes manufactured within the British Empire and containing less than 50 per cent of tobacco grown within the Empire, £1 14s. 8d. per pound (£1 11s. 4d.); cigarettes, other than the foregoing, £1 15s. 8d. per pound (£1 12s. 4d. per pound). The excise duty on locally made cigarettes has been increased from 4s. 5d. to 5s. per hundred.

Great Britain Increases Sales of Processed Foods

London, March 22, 1950.—(FTS)—Great Britain removed many of the export restrictions on miscellaneous processed foodstuffs in 1948, and a sharp recovery resulted. This improved export position was maintained in 1949, when shipments to Canada were increased by 35 per cent, and to the United States by 36 per cent.

Principal Destinations—	1947	1948 ('000)	1949
Canada	£ 341	£ 662	£ 895
Iran	1,501	3,672	3,469
Germany	2,437	3,627	2,692
Malaya	395	1,713	2,386
British West Africa	749	1,271	2,183
Irish Republic	1,468	2,209	2,151
Iraq	791	818	1,721
Switzerland	1,077	2,685	1,576
Anglo-Egyptian Sudan	491	467	1,378
India	561	599	814
Pakistan		437	1,468
Total	£22,085	£40,577	£39,237

DATA FOR EXPORTERS COMPILED

Information, of particular interest to Canadian exporters, concerning shipping documents and customs regulations of foreign countries, is being compiled by the International Trade Relations Division. Countries concerning which such information is now available in a revised form are: Belgium, Belgian Congo, Cuba, Denmark, Dominican Republic, Egypt, Greece, Guatemala, Haiti, Italy, Mexico, Netherlands, Netherlands Antilles, Nicaragua, Norway, Panama, Surinam (Netherlands Guiana), Sweden, Switzerland and Venezuela. Data on other countries will be made available from time to time.

Trade Commissioners on Tour

CANADIAN Trade Commissioners return periodically from their posts in foreign lands to familiarize themselves with conditions in this country and the special requirements of the commercial community. They are in a position to furnish information concerning markets in their respective territories and possible sources of supply. Exporters and importers are urged to communicate with these officers, when in their vicinity, and to discuss the promotion of their particular commercial interests, now and in the future. Arrangements for interviews with these trade commissioners should be made directly through the following offices in the areas concerned:

Ottawa—Foreign Trade Service, Department of Trade and Commerce

Brantford—Board of Trade.
 Brockville—Chamber of Commerce.
 Calgary—Board of Trade.
 Charlottetown—Board of Trade.
 Edmonton—Canadian Manufacturers' Association.
 Fredericton—Chamber of Commerce.
 Gananoque—Chamber of Commerce.
 Granby—Chamber of Commerce.
 Guelph—Board of Trade.
 Halifax—Board of Trade.
 Hamilton—Chamber of Commerce.
 Kingston—Chamber of Commerce.
 Kitchener—Chamber of Commerce.
 London—Chamber of Commerce.
 Moncton—Canadian Manufacturers' Association.
 Montreal—Montreal Board of Trade.
 Quebec City—Board of Trade.

Regina—Chamber of Commerce.
 Saint John—Board of Trade.
 Sarnia—Chamber of Commerce.
 St. Catharines—Chamber of Commerce.
 Saskatoon—Board of Trade.
 St. John's—Department of Trade and Commerce, Stott Building.
 Toronto—Canadian Manufacturers' Association.
 Vancouver—Department of Trade and Commerce, 355 Burrard Street.
 Victoria—Department of Trade and Industry.
 Welland—Board of Trade.
 Windsor—Chamber of Commerce.
 Winnipeg—Canadian Manufacturers' Association.
 Woodstock (N.B.)—Board of Trade.

Yves Lamontagne Returns to Canada on Tour



Yves Lamontagne

Yves Lamontagne, Commercial Counsellor for Canada in Berne since July, 1948, has returned home on leave, and began his tour of Canada. Born in Montreal in 1894, Mr. Lamontagne graduated from McGill University with a Bachelor of Science degree. He enlisted as a private in the Canadian Army, and was later commissioned in the Royal Engineers, serving in France and India. Joining the Canadian Trade Commissioner Service in January, 1923, Mr. Lamontagne was posted in 1924 to Brussels as Assistant Trade Commissioner, being promoted Trade Commissioner the following year to assume charge of that office. His services were made available to the Egyptian Government in 1927 for a period of three years, after which he was appointed Canadian Trade Commissioner in Cairo. Mr. Lamontagne returned in 1936 to Brussels, remaining there until June, 1940. He was then transferred to Ottawa and his services were loaned to the Wartime Prices and Trade Board. Mr. Lamontagne was appointed Director of the Commercial Relations Branch, Department of Trade and Commerce, several months later, and in April, 1944, was posted as Economic Adviser

to the Office of the Representative for Canada to the French Committee of National Liberation, in Algiers. He proceeded to Paris in October, 1944, to re-open the office at 3 rue Scribe of the Canadian Trade Commissioner Service.

Toronto—May 29-June 2.
Welland-St. Catharines—June 6.
Sarnia—June 7.

Montreal—June 12-16.
Quebec City-Arvida—June 19-20.

J. M. Boyer, Canadian Government Trade Commissioner in Cairo since October, 1947, commenced his tour of this country on May 22 in Windsor, Ont. Besides Egypt, his territory includes Aden, Anglo-Egyptian Sudan, Cyprus, Ethiopia, Hashemite Kingdom of the Jordan, Iraq, Lebanon, Saudi Arabia and Syria.

Toronto—May 29-June 15.
Saint John—July 25-26.
Halifax—July 28.
Vancouver—August 21-26.
Winnipeg—September 5.

Ottawa—September 8-12.
Kingston—September 13.
Gananoque-Brockville—September 14.
Montreal—September 15-30.

A. W. Evans, Commercial Secretary for Canada in Havana since January, 1949, commenced his tour of this country on May 29 in Toronto. Besides Cuba, his territory includes the Dominican Republic, Haiti and Puerto Rico.

Toronto—May 29-June 8.
Hamilton—June 9.
St. Catharines—June 12.
Welland—June 13.
Brantford—June 14.
London—June 15.
Windsor-Walkerville—June 16.

Kitchener-Guelph—June 19.
Kingston—June 21.
Montreal—June 22-July 4.
Quebec—July 5.
Saint John, N.B.—July 7-11.
Halifax—July 13-15.
St. John's, Nfld.—July 17.

J. P. Manion, Commercial Secretary for Canada in Paris since May, 1948, commenced a tour of this country on March 13 in Ottawa. Besides France, his territory includes Algeria, French Morocco and Tunisia.

Toronto—May 22-June 8.
Windsor—June 9.
Sarnia—June 10.
Kitchener—June 12.
Guelph—June 12.

Brantford—June 13.
Hamilton—June 14.
St. Catharines—June 15.
Welland—June 16.

Paul Skyes, Canadian Government Trade Commissioner in Singapore since March, 1947, commenced his tour of this country on May 4 in Brockville. Besides Singapore, his territory includes Brunei, Federation of Malaya, Indonesia, North Borneo, Sarawak and Thailand.

Montreal—June 8-17.
Toronto—June 19-27.

Ottawa—June 29-30.

Spain Had Favourable Trade Balance in February

Madrid, May 6, 1950.—(FTS)—Spain had a favourable trade balance of 25 million gold pesetas in February this year, as compared with an adverse balance of 21 million one year ago. Although exports fell by 25 million pesetas, imports were strictly cut by 70 million pesetas, or nearly 50 per cent of last year's February total.

	Imports		Exports	
	1949	1950	1949	1950
	(In millions of gold pesetas)			
Total	152.6	82.2	131.1	107.5
Balance .....	.....	+ 25.3	- 21.5	.....
Total, January-February	272.1	153.8	250.8	194.6
Balance .....	.....	+ 40.8	- 21.3	.....
Raw materials	58.2	26.7	17.0	15.0
Manufactured goods	61.7	46.2	37.3	37.4
Foodstuffs	31.6	8.7	75.6	55.0

Foreign Trade Service Abroad

Cable address:—Canadian, unless otherwise shown.

Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Argentina

Buenos Aires—H. L. BROWN, Commercial Secretary, Canadian Embassy, Bartolomé Mitre 478.

Territory includes Paraguay and Uruguay.

Buenos Aires — W. B. McCULLOUGH, Commercial Secretary (Agricultural Specialist), Canadian Embassy, Bartolomé Mitre 478.

Australia

Sydney—C. M. CROFT, Commercial Counsellor for Canada, City Mutual Life Building, Hunter and Bligh Streets. Address for letters: Post Office Box 3952 G.P.O.

Territory includes the Australian Capital Territory, New South Wales, Queensland, Northern Territory and Dependencies.

Melbourne—F. W. FRASER, Commercial Secretary for Canada, 83 William Street.

Territory includes States of Victoria, South Australia, Western Australia, and Tasmania.

Belgian Congo

Leopoldville—L. H. AUSMAN, Canadian Government Trade Commissioner, Forescom Building. Address for letters: Boite Postale 373.

Territory includes Angola and French Equatorial Africa.

Belgium

Brussels—B. A. MACDONALD, Commercial Counsellor, Canadian Embassy, 46 rue Montoyer.

Territory includes Luxembourg.

Brazil

Rio de Janeiro—D. W. JACKSON, Commercial Secretary, Canadian Embassy, Edifício Metropole, Avenida Presidente Wilson 165. Address for letters: Caixa Postal 2164.

São Paulo—C. J. VAN TIGHEM, Commercial Secretary for Canada, Canadian Consulate, Edifício Alois, Rua 7 de Abril, 252. Address for letters: Caixa Postal 6034.

Chile

Santiago—Acting Commercial Secretary, Canadian Embassy, Bank of London and South America Building. Address for letters: Casilla 771.

Territory includes Bolivia.

China

Shanghai—Acting Commercial Secretary for Canada, 27 The Bund, Postal District (0).

Territory includes Taiwan (Formosa).

Colombia

Bogotá—H. W. RICHARDSON, Canadian Government Trade Commissioner, Edificio Colombiana de Seguros. Address for letters: Apartado 1618. Address for air mail: Apartado Aereo 3562.

Territory includes Canal Zone and Panama.

Cuba

Havana—A. W. EVANS, Commercial Secretary, Canadian Legation, Avenida de las Misiones 17. Address for letters: Apartado 1945.

Territory includes Dominican Republic, Haiti and Puerto Rico.

Egypt

Cairo—J. M. BOYER, Canadian Government Trade Commissioner, Osiris Building, Sharia Walda, Kasr-el-Doubara. Address for letters: Post Office Box 1770.

Territory includes Aden, Anglo-Egyptian Sudan, Cyprus, Ethiopia, the Hashemite Kingdom of the Jordan, Iraq, Lebanon, Saudi Arabia and Syria.

France

Paris—J. P. MANION, Commercial Secretary, Canadian Embassy. Address for letters: 3 rue Scribe.

Territory includes Algeria, French Morocco and Tunisia.

Paris—J. H. TREMBLAY, Commercial Secretary (Agricultural Specialist), Canadian Embassy. Address for letters: 3 rue Scribe.

Germany

Frankfurt am Main—W. JONES, Acting Canadian Commercial Representative, Canadian Consulate, 145 Fuerstenbergerstrasse.

Cable address, Canadian Frankfurt-Main.

Greece

Athens—T. J. MONTY, Commercial Secretary, Canadian Embassy, 31 Vasiliassis Sophias Avenue.

Territory includes Israel.

Guatemala

Guatemala City—J. C. DEPOCAS, Canadian Government Trade Commissioner, No. 20, 4th Avenue South. Address for letters: Post Office Box 400.

Territory includes Costa Rica, El Salvador, Honduras and Nicaragua.

Foreign Trade Service Abroad—Continued

Hong Kong

Hong Kong—K. F. NOBLE, Canadian Government Trade Commissioner, Hong Kong Bank Building. Address for letters: Post Office Box 126.

Territory includes French Indo-China and South China.

India

New Delhi—RICHARD GREW, Commercial Secretary, Office of the High Commissioner for Canada, 4 Aurangzeb Road. Address for letters: Post Office Box 11.

Bombay—R. F. RENWICK, Acting Commercial Secretary for Canada, Gresham Assurance House, Mint Road. Address for letters: Post Office Box 886.

Territory includes Burma and Ceylon.

Ireland

Dublin—H. L. E. PRIESTMAN, Commercial Secretary for Canada, 66 Upper O'Connell Street.

Italy

Rome—R. G. C. SMITH, Commercial Secretary, Canadian Embassy, Via Saverio Mercadante 15-17.

Territory includes Libya, Malta and Yugoslavia.

Jamaica

Kingston—M. B. PALMER, Canadian Government Trade Commissioner, Canadian Bank of Commerce Chambers. Address for letters: Post Office Box 225.

Territory includes the Bahamas and British Honduras.

Japan

Tokyo—J. C. BRITTON, Commercial Representative, Canadian Liaison Mission, Canadian Legation Building.

Territory includes Korea.

Mexico

Mexico City—D. S. COLE, Commercial Counsellor, Canadian Embassy, Edificio Internacional, Paseo de la Reforma. Address for letters: Apartado Num. 126-Bis.

Netherlands

The Hague—J. A. LANGLEY, Commercial Counsellor, Canadian Embassy, Sophialaan 1-A.

The Hague—D. A. B. MARSHALL, Commercial Secretary (Agricultural Specialist), Canadian Embassy, Sophialaan 1-A.

Territory includes Belgium, Denmark and Luxembourg.

New Zealand

Wellington—P. V. McLANE, Commercial Secretary, Office of the High Commissioner for Canada, Government Life Insurance Building. Address for letters: Post Office Box 1660.

Territory includes Fiji and Western Samoa.

Norway

Oslo—S. G. MACDONALD, Commercial Secretary, Canadian Legation, Fridtjof Nansens Plass 5.

Territory includes Denmark and Greenland.

Pakistan

Karachi—G. A. BROWNE, Commercial Secretary, Office of the High Commissioner for Canada, the Cotton Exchange, McLeod Road. Address for letters: Post Office Box 531.

Territory includes Afghanistan and Iran.

Peru

Lima—R. E. GRAVEL, Commercial Secretary, Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin. Address for letters: Casilla 1212.

Territory includes Ecuador.

Philippines

Manila—F. H. PALMER, Canadian Consul General and Trade Commissioner, Tuason Building, 8-12 Escolta, Binondo. Address for letters: Post Office Box 1825.

Portugal

Lisbon—L. S. GLASS, Acting Canadian Consul General and Trade Commissioner, Canadian Consulate General, Rua Rodrigo da Fonseca 103.

Territory includes the Azores, Gibraltar and Madeira.

Singapore

Singapore—R. K. THOMSON, Acting Canadian Government Trade Commissioner, Room D-5, Union Building. Address for letters: Post Office Box 845.

Territory includes Brunei, Federation of Malaya, Indonesia, North Borneo, Sarawak and Thailand.

South Africa

Johannesburg—D. S. ARMSTRONG, Acting Canadian Government Trade Commissioner, Mutual Building, Harrison Street. Address for letters: Post Office Box 715.

Territory includes Natal, Transvaal, Southern Rhodesia, Northern Rhodesia, Mozambique, Kenya, Tanganyika, Uganda and Nyasaland.

Cable address, Cantracom.

Foreign Trade Service Abroad—Concluded

Cape Town—C. B. BIRKETT, Commercial Secretary for Canada, 5th Floor, Grand Parade Centre Building, Adderley Street. Address for letters: Post Office Box 683.

Territory includes Cape Province, Orange Free State, South-West Africa, Mauritius and Madagascar.

Cable address, Cantracom.

Spain

Madrid—E. H. MAGUIRE, Canadian Government Trade Commissioner, 70 Avenida José Antonio. Address for letters: Apartado 117.

Territory includes the Balearic Islands, Canary Islands, Rio de Oro and Spanish Morocco.

Sweden

Stockholm—B. J. BACHAND, Commercial Secretary, Canadian Legation, Strandvägen 7-C. Address for letters: Post Office Box 14042.

Territory includes Finland.

Switzerland

Berne—YVES LAMONTAGNE, Commercial Counsellor, Canadian Legation, Thunstrasse 95.

Territory includes Austria, Czechoslovakia and Hungary.

Trinidad

Port-of-Spain—T. G. MAJOR, Canadian Government Trade Commissioner, 43 St. Vincent Street. Address for letters: Post Office Box 125.

Territory includes Barbados, Windward and Leeward Islands, British Guiana, Dutch Guiana, French Guiana and the French West Indies.

Turkey

Istanbul—G. F. G. HUGHES, Commercial Secretary for Canada, Istiklal Caddesi, Lion Magazasi yaninda, Kismet Han No. 3/4, Beyoglu, Istanbul. Address for letters: Post Office Box 2220, Beyoglu.

United Kingdom

London—A. E. BRYAN, Commercial Counsellor, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Cable address, Sleighing, London.

London—R. P. BOWER, Commercial Secretary, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Territory includes the South of England, East Anglia and British West Africa (Gold Coast, Sierra Leone and Nigeria).

Cable address, Sleighing, London.

London—W. B. GORNALL, Commercial Secretary (Agricultural Specialist), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Cable address, Cantracom, London.

London—R. D. ROE, Commercial Secretary (Timber Specialist), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Cable address, Timcom, London.

Liverpool—M. J. VECHSLER, Canadian Government Trade Commissioner, Martins Bank Building, Water Street.

Territory includes the Midlands, North of England and Wales.

Glasgow—J. L. MUTTER, Canadian Government Trade Commissioner, 200 St. Vincent Street.

Territory covers Scotland and Iceland.

Cable address, Cantracom.

Belfast—H. L. E. PRIESTMAN, Canadian Government Trade Commissioner, 36 Victoria Square.

Territory covers Northern Ireland.

United States

Washington—J. H. ENGLISH, Commercial Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

Washington—Dr. W. C. HOPPER, Agricultural Secretary, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

New York City—M. T. STEWART, Canadian Government Trade Commissioner, British Empire Building, Rockefeller Center. Address for letters: Canadian Consulate, 620 Fifth Avenue.

Territory includes Bermuda.

Cable address, Cantracom.

New York City—M. B. BURSEY, Canadian Government Trade Commissioner (Fisheries Specialist), British Empire Building, Rockefeller Center. Address for letters: Canadian Consulate, 620 Fifth Avenue.

Boston—T. F. M. NEWTON, Consul of Canada, 532 Little Building, 80 Boylston Street, Boston 16.

Detroit—J. J. HURLEY, Consul of Canada, Canadian Consulate, 1035 Penobscot Building, Detroit 26, Michigan.

Chicago—EDMOND. TURCOTTE, Consul-General of Canada, Suite 800, Chicago Daily News Building, 400 West Madison Street.

Los Angeles—V. E. DUCLOS, Canadian Government Trade Commissioner, Associated Realty Building, 510 West Sixth Street.

San Francisco—H. A. SCOTT, Consul-General of Canada, 3rd floor, Kohl Building, 400 Montgomery Street.

Venezuela

Caracas—C. S. BISSETT, Acting Canadian Consul General and Trade Commissioner, Canadian Consulate General, 8° Peso, Edificio America, Esquina Verones. Address for letters: Apartado 3306.

Territory includes Netherlands Antilles.

Foreign Exchange Quotations

The following are nominal quotations, based on rates available in London or New York and converted into Canadian terms at the mid-rate for sterling or par for United States dollars, as furnished by the Foreign Exchange Division of the Bank of Canada. These quotations may be found useful in considering statistics and prices generally, but Canadian exporters are reminded that the kinds of currency which may be accepted for exports to different countries are specifically covered by the Foreign Exchange Control Act and Regulations, and that funds may sometimes be tendered in payment for exports, which cannot, in fact, be transferred to Canada. Both importers and exporters are advised to communicate with their bankers before completing financial arrangements for the sale or purchase of commodities, to ensure that the method of payment contemplated is not only possible but that it is in accordance with the Foreign Exchange Control Act and Regulations.

Country	Monetary Unit		Nominal Quotations Sept. 17 1949	Nominal Quotations May 22	Nominal Quotations May 29
Argentina.....	Peso	Off.	.2977	.3275	.3275
Austria.....	Schilling	Free	.2085	.1221	.1221
Australia.....	Pound	Export	3.2240	2.4640	2.4640
Belgium and Belgium Congo.....	Franc		.0228	.0220	.0220
Bolivia.....	Boliviano		.0238	.0183	.0183
British West Indies (Except Jamaica).....	Dollar		.8396	.6417	.6417
Brazil.....	Cruzeiro		.0544	.0598	.0598
Burma.....	Rupee		.3022		
Ceylon.....	Rupee		.3022	.2310	.2310
Chile.....	Peso	Off.	.0233	.0183	.0183
Colombia.....	Peso		.5128	.5641	.5641
Costa Rica.....	Colon		.1800	.1980	.1980
Cuba.....	Peso		1.0000	1.1000	1.1000
Czechoslovakia.....	Koruna		.0200	.0220	.0220
Denmark.....	Krone		.2084	.1592	.1592
Dominican Republic.....	Peso		1.0000	1.1000	1.1000
Ecuador.....	Sucre		.0740	.0815	.0815
Egypt.....	Pound		4.1330	3.1587	3.1587
El Salvador.....	Colon		.4000	.4400	.4400
Fiji.....	Pound		3.6306	2.7748	2.7748
Finland.....	Markka		.0062	.0048	.0048
France, Monaco and French North Africa.....	Franc	Off.	.0037	.0032	.0032
French Empire—African.....	Franc		.0073	.0063	.0063
French Pacific Possessions.....	Franc		.0201	.0174	.0174
Germany.....	Deutsche Mark		.3000	.2619	.2619
Guatemala.....	Quetzal		1.0000	1.1000	1.1000
Haiti.....	Gourde		.2000	.2200	.2200
Honduras.....	Lempira		.5000	.5500	.5500
Hong Kong.....	Dollar		.2519	.1925	.1925
Iceland.....	Krona		.1541	.0675	.0675
India.....	Rupee		.3022	.2310	.2310
Iran.....	Rial		.0212		
Iraq.....	Dinar		4.0300	3.0800	3.0800
Ireland.....	Pound		4.0300	3.0800	3.0800
Israel.....	Pound		3.0000	3.0800	3.0800
Italy.....	Lira		.0017	.0018	.0018
Jamaica.....	Pound		4.0300	3.0800	3.0800
Japan.....	Yen		.0028		
Lebanon.....	Piastre		.4561		
Mexico.....	Peso		.1157	.1273	.1273
Netherlands.....	Florin		.3769	.2895	.2895
Netherlands Antilles.....	Florin		.5308	.5633	.5633
New Zealand.....	Pound		4.0150	3.0800	3.0800
Nicaragua.....	Cordoba		.2000	.2200	.2200
Norway.....	Krone		.2015	.1540	.1540
Pakistan.....	Rupee		.3022	.3325	.3325
Panama.....	Balboa		1.0000	1.1000	1.1000
Paraguay.....	Guarani		.3200		
Peru.....	Sol		.1538	.0704	.0688
Philippines.....	Peso		.4975	.5500	.5500
Portugal and Colonies.....	Escudo		.0400	.0385	.0385
Singapore.....	Straits Dollar		.4702	.3593	.3593
Spain and Colonies.....	Peseta		.0916	.1008	.1008
Sweden.....	Krona		.2783	.2126	.2126
Switzerland.....	Franc		.2336	.2554	.2550
Thailand.....	Baht		.1000		
Turkey.....	Lira		.3571	.3911	.3911
Union of South Africa.....	Pound		4.0300	3.0800	3.0800
United Kingdom.....	Pound		4.0300	3.0800	3.0800
United States.....	Dollar		1.0000	1.1000	1.1000
Uruguay.....	Peso	Controlled	.6583	.7241	.7241
Venezuela.....	Bolivar		.2985	.3289	.3289
Yugoslavia.....	Dinar		.0200		

Appendix "A"

Countries Participating at Canadian International Trade Fair



FOR the convenience of visitors to the Third Canadian International Trade Fair, and of other commercial interests engaged in trading with countries exhibiting their wares at this trade mart, the following statistics and comments on trading conditions are reproduced in this issue of *Foreign Trade*.

Australia

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$38,257,000	\$35,363,000	\$ 7,289,000
Canadian imports from	27,415,000	27,429,000	4,155,000

Principal Canadian Exports, 1949—

Automobiles and parts	\$10,543,000
Planks and boards	6,069,000
Newsprint paper	5,187,000
Aluminum	2,235,000
Cotton fabrics	2,088,000
Paper and pulp mill machinery	1,481,000
Sandpaper	584,000
Synthetic resin	510,000
Motion picture film	462,000
Electric motors and parts	399,000

Principal Canadian Imports, 1949—

Raw wool	\$ 8,964,000
Raw sugar	8,487,000
Raisins	3,198,000
Canned pineapple	2,039,000
Worsted tops	897,000
Currants	478,000
Sausage casings	432,000
Wool fabrics	343,000

Dollar shortage and issuance of licences only for products not obtainable from sterling or soft-currency countries continue to hamper trade. Fewer Canadian automobiles (a leading export for many years) will be admitted if, as expected, domestic vehicles plus British imports fill local needs. Some newsprint and lumber should continue to move. Many Canadian manufacturers have concluded, or are investigating, licensing or royalty arrangements.

Solution would be purchase of more Australian goods but, particularly with food products, only in a favourable crop year can Australia offer us more than we now buy.

Austria

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$ 3,110,000	\$ 3,706,000	\$ 349,000
Canadian imports from	281,000	382,000	160,000

Principal Canadian Exports, 1949—

Seeds	\$282,000
Cattle, hides, skins	956,000
Canned meats	102,000
Wool yarn	279,000
Ferro-chrome	278,000
Aluminum bars, ingots, blooms	163,000
Copper rods, strips, sheets	357,000
Drugs and chemicals	256,000

Principal Canadian Imports, 1949—

Lace goods and embroideries	\$ 57,000
Nickel-plated ware	43,000
Drugs and chemicals	11,000
Unmounted precious stones	127,000

A modification in Austrian exchange control system was introduced January 30, 1950. Previously exporters were permitted 60 per cent of exchange proceeds for import purposes, but now will be granted individual

retention quotas based on their recognized needs of foreign exchange. All exchange proceeds surrendered by the exporter to be at "effective" exchange rate of 21.36 schillings to the dollar instead of part at basic rate and part at premium rate.

Belgium-Luxembourg

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$33,035,288	\$56,525,332	\$ 8,117,130
Canadian imports from	13,661,599	19,021,599	4,072,000
Principal Canadian exports, 1949—			
Wheat, wheat flour and grains	\$26,794,164		
Flaxseed	11,193,277		
Non-ferrous metals and manu- factures	6,200,719		
Canned salmon	2,193,737		
Asbestos	940,404		
Evaporated milk	670,732		
Whale oil	472,266		
Lumber	381,556		
Drugs and chemicals	283,337		
Iron or steel bars	657,101		
Meats	339,353		
Principal Canadian Imports, 1949—			
Textiles		\$ 5,098,797	
Diamonds, unset		2,439,595	
Iron and iron products		3,416,199	
Tin blocks, pigs or bars		1,466,404	
Window glass and plate glass..		1,160,550	
Cement		433,102	
Drugs and chemicals		304,202	
Hatters furs		304,876	
Religious books		188,598	

Large deliveries of wheat and flaxseed in 1949 mainly responsible for Canada's favourable 1949 balance of trade with Belgium. Belgium making great effort to increase exports to Canada and other dollar countries.

British West Indies

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to Barbados	\$ 5,654,000	\$ 5,013,000	\$ 682,000
Canadian exports to Jamaica	12,350,000	9,033,000	2,074,000
Canadian exports to Trinidad and Tobago...	17,105,000	12,325,000	1,939,000
Canadian exports to Bahamas	3,636,000	2,268,000	586,000
Canadian exports to Leeward and Windward Islands	6,177,000	4,515,000	696,000
Canadian exports to British Guiana	8,229,000	5,676,000	1,334,000
Canadian imports from Barbados	6,387,000	7,080,000	300,000
Canadian imports from Jamaica	9,557,000	16,577,000	914,000
Canadian imports from Trinidad and Tobago	9,027,000	14,575,000	660,000
Canadian imports from Bahamas	648,000	818,000	171,000
Canadian imports from Leeward and Wind- ward Islands	308,000	297,000	45,000
Canadian imports from British Guiana	15,380,000	22,355,000	1,199,000
Principal Canadian Exports, 1949—			
Onions			
Potatoes			
Canned foodstuffs			
Dried vegetables			
Flour			
Prepared cereals			
Ale, beer			
Whisky			
Oil cake			
Tobacco			
Mixed feeds			
Dried salt fish			
Canned fish			
Upper leathers			
Boots and shoes			
Poultry, dressed and undressed			
Pickled meats			
Powdered meat			
Condensed sweetened powdered			
Planks and boards			
Paper and paper products			
Pipe and tubing			
Machinery and parts			
Automobiles, passenger			
Non-metallic minerals			
Principal Canadian Imports, 1949—			
Molasses			
Sugar, raw			
Rum			
Bauxite			
Coconuts			
Chicle			
Grapefruit			
Tomatoes, fresh			
Spices			
Grapefruit juice			
Crude petroleum			
Petroleum tops			

China

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$29,128,000	\$13,801,000	\$ 1,183,000
Canadian imports from	3,912,000	3,347,000	1,079,000
Principal Canadian Exports, 1949—			
Wheat	\$1,357,754		
Flour	677,822		
Newsprint	204,542		
Principal Canadian Imports, 1949—			
Peanuts			\$ 604,830
Walnuts			785,957
Tea			188,969
Principal Canadian Exports, 1949—			
Structural steel	\$1,329,098		
Machinery and parts	104,328		
Firearms	397,391		
Brass bars, rods, strips, etc....	2,148,344		
Zinc spelter	270,229		
Ammonium sulphate	1,389,352		
Fertilizers phosphate	149,629		
Fertilizers, manufactured	144,937		
Ships	2,348,663		
Cartridges	1,667,751		
Principal Canadian Imports, 1949—			
Cotton table and tray cloths...			\$ 178,666
Cotton pillow cases			169,458
Handkerchiefs			100,257
Antimony			392,855

Import licences required for all imports-exchange obtained from exporters having exchange surrender certificates. No information yet on policy likely to be adopted for essential imports from dollar sources—depends on what supplies can be obtained from countries considered friendly. Latest advice indicates no possibilities for consumer goods—imports will be confined to capital goods and absolute essentials.

All exports under control and majority handled by state trading organizations; one exception is vegetable oils, of which some can be exported freely by private merchants.

Present tendency towards state monopoly of all trade of China. Both in domestic and foreign trade, Chinese merchants get preference over foreign merchants.

Canada has not recognized new regime in China yet, consequently no agreements are in effect. Probable that any imports from China will continue to receive M. F. N. treatment, which was in effect with the Nationalist Government.

Costa Rica

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$ 1,216,287	\$ 1,859,411	\$ 349,000
Canadian imports from	3,109,428	2,118,813	448,000
Principal Canadian Exports, 1949—			
Flour of wheat	\$851,722		
Wheat	204,477		
Newsprint	125,250		
Aluminum manufactures, n.o.p...	111,613		
Fertilizers, manufactured, n.o.p..	104,587		
Upper leather, n.o.p.	56,551		
Wrapping paper, kraft, n.o.p....	39,105		
Wrapping paper, n.o.p.	34,494		
Machinery and parts, n.o.p.	28,675		
Guns, rifles and other firearms..	19,000		
Principal Canadian Imports, 1949—			
Bananas, fresh			\$1,686,967
Coffee, green, imported direct..			339,131
Manila fibre			81,552
Pineapples, fresh			8,339
Manufactures of wood, n.o.p....			2,143

Costa Rica has been a steady market for Canadian wheat flour. Better prices for its main export—coffee, will ensure greater availabilities of United States dollars. Political situation improving; should be helpful factor in increasing Canadian trade.

Cuba

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$10,986,791	\$14,391,119	\$ 3,554,000
Canadian imports from	22,606,489	6,562,471	877,000

Cuba—Concluded

Principal Canadian Exports, 1949—

Flour of wheat	\$3,273,714
Newsprint paper	2,326,096
Cod, heavy salt, 43 per cent or less mc.	2,306,622
Malt	780,802
Potatoes, seed, certified	754,828
Machinery and parts, n.o.p.	745,352
Linseed and flaxseed oil	373,626
Electric meters and parts	306,020
Oats	297,654
Milk, condensed	254,525

Principal Canadian Exports, 1949—

Sugar, raw, imported by refiners	\$2,725,893
Pineapples, fresh	1,217,442
Cigar leaf, stemmed	696,384
Cigar leaf, unstemmed	334,481
Sisal, istle, Tampico fibre	319,598
Tomatoes, fresh	294,428
Wrought scrap	281,691
Yarns, artificial silk for tire fabric	126,711
Molasses, 20 to 35 degrees	117,469
Pineapple, in cans	107,154

Exports to this market are running at record levels. Imports off considerably as sugar contracts were not renewed. However, removal of Canadian import restrictions in 1949 on tobacco, fruits, and vegetables will help. Economic conditions have remained good, due to complete disposal of sugar crops at favourable prices. Political situation stable.

Czechoslovakia

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$11,395,000	\$ 3,030,000	\$ 211,000
Canadian imports from	4,809,000	6,401,000	1,343,000
Principal Canadian Exports, 1949—		Principal Canadian Imports, 1949—	
Crude rubber	\$610,000	Textiles and manufactures	
Hides and skins, cattle	249,000	thereof	\$400,000
Skimmed milk, powder	107,000	Motorcycles and parts	229,000
Copper ingots	177,000	Electric light fixtures	157,000
Wool rags and waste	378,000	Glassware	550,000
Unmanufactured metals	274,000	Artificial feather flowers	163,000
Penicillin	118,000		
Medicinals	237,000		
Drugs and chemicals	258,000		

The Czechoslovakian Chamber of Commerce, Prague I, U Obecniho domu No. 3, whose members are all export and import companies, undertakes all activities on behalf of foreign trade. Czechoslovak foreign trade in the hands of privileged companies which deal in their own particular categories, e.g. Metal and foundry products, machinery and metal working products, coal, graphite and other mining products, chemicals, ceramics, paper and cellulose, timber, textiles, leather, rubber, foodstuffs and agricultural products and international forwarding. They export and import on behalf of their members.

France

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$92,963,000	\$36,004,000	\$ 6,119,000
Canadian imports from	12,648,000	13,309,000	3,011,000
Principal Canadian Exports, 1949—		Principal Canadian Imports, 1949—	
Ships and repair material	\$13,282,000*	Muriate of potash	\$1,442,000
Copper	3,306,000	Wool and products	1,436,000
Farm implements and parts...	3,170,000	Cotton and products	994,000
Rubber, crude	2,994,000	Beverages, distilled	966,000
Fertilizers	1,738,000	Books and printed matter	730,000
Asbestos	1,662,000	Lace and embroideries, n.o.p....	608,000
Zinc	1,534,000	Wines	538,000
Paper mill and pulp mill		Diesel engine parts	491,000
machinery	1,434,000		
Wood pulp	1,003,000		
Binder twine	935,000		
Aluminum	728,000		

* Balance of purchases in Franco-Canadian loan. Non recurring.

French industrial production has reached 1929 levels. Economic recovery emphasized by strengthening of the franc, which appears on the way to becoming a sound currency. Main problems: wages and prices, political instability and debtor position vis-à-vis dollar area.

France attempting to overcome latter difficulty by exporting such products as automobiles, machinery and steel, in addition to traditional luxury goods, but real progress can only be made if more energetic sales promotion employed and prices held steady. Unless more dollars are thus earned, Canada is unlikely to sell much more than essentials, e.g., agricultural machinery, non-ferrous metals, asbestos.

Germany

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$13,214,116	\$23,451,452	\$ 1,486,812
Canadian imports from	1,729,457	7,134,030	1,314,000
Principal Canadian Exports, 1949—			
Pulp and paper	\$5,861,168		
Vegetable oils	5,147,183		
Wheat and wheat flour	2,644,940		
Hides and skins	1,784,018		
Red clover seed	1,068,764		
Rubber crude	943,292		
Aluminum primary and semi-fabricated	756,834		
Whisky	570,206		
Drugs and chemicals	78,029		
Industrial herring oil	459,266		
Asbestos	143,995		
Principal Canadian Imports, 1949—			
Scrap iron		\$1,857,396	
Drugs and chemicals		977,124	
Textiles		798,173	
Toys		529,736	
Cameras and clocks		376,101	
Tableware of china porcelain..		172,969	
Hardware		270,984	
Printing presses		117,619	
Hops		48,279	
Dental and optical instruments..		150,050	

German trade rapidly being liberated, still within the bounds of bilateral trade agreements. Germany establishing trade commissioner offices; a post in Canada expected to be opened about July, 1950.

Guatemala

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$ 1,548,465	\$ 1,696,530	\$ 619,000
Canadian imports from	8,208,728	5,742,676	1,048,000
Principal Canadian Exports, 1949—			
Flour of wheat	\$430,955		
Wheat	189,101		
Newsprint paper	137,551		
Whisky	115,597		
Machinery and parts, n.o.p.....	61,541		
Malt	59,566		
Pipe and tubing, galvanized	58,300		
Pneumatic tires for trucks, buses	53,078		
Fertilizers, manufactured, n.o.p...	49,104		
Asbestos milled fibres	30,637		
Principal Canadian Imports, 1949—			
Bananas, fresh		\$4,261,073	
Coffee, green, imported, direct..		1,209,990	
Chicle or sappato gum, crude...		132,026	
Manila fibre		121,210	
Teak, amaranth, tropical woods..		8,628	
Seeds, aromatic, crude, un-ground		5,135	
Mahogany		4,614	

Dollar position still satisfactory in Guatemala. Better prices for coffee responsible. Trade maintained. Political situation relatively quiet.

Hong Kong

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$ 8,256,000	\$10,099,000	\$ 1,854,000
Canadian imports from	1,866,000	2,989,000	474,000
Principal Canadian Exports, 1949—			
Fresh apples	\$ 111,447		
Oatmeal and rolled oats	263,187		
Flour	3,437,612		
Whisky	260,137		
Dry salted herring	120,765		
Sardines	255,848		
Whole milk powder	274,120		
Planks and boards, Douglas fir..	166,617		
Newsprint	490,695		
Principal Canadian Imports, 1949—			
Green peanuts		\$226,479	
Tin blocks, pigs or bars		809,095	
Dry medicinal preparations		102,154	
Fire-crackers and fireworks		208,038	
China tea		85,995	
Handkerchiefs, flax or hemp....		92,040	
Spirits and strong waters		85,581	

Hong Kong—Concluded

Principal Canadian Exports, 1949—

Gas engines and parts	156,163
Motor vehicles and parts	191,456
Aluminum foil	112,394
Ammonium sulphate	366,569
Fountain pens and sets	840,932
Motion picture films	117,026
Aircraft	800,000

Principal Canadian Imports, 1949—

Licences required for all imports into Hong Kong from Canada, though freely issued if official exchange not required; otherwise, close scrutiny made of requirements and dollar imports programmed on quota system by class of goods.

Exports to dollar countries closely supervised to ensure proceeds disposed of in accordance with regulations. Commodities imported from another part of the sterling area cannot be re-exported to dollar markets unless proceeds turned over to exchange control authorities.

Under G.A.T.T. (signed by United Kingdom for the Colonies), Canada and Hong Kong granted each other M. F. N. treatment. Hong Kong gives Canada benefits of her British preferential tariff rates.

India

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$33,698,000	\$72,551,000	\$ 3,509,000
Canadian imports from	33,400,000	26,233,000	9,558,000

Principal Canadian Exports, 1949—

Wheat	\$22,959,545
Skim milk powder	136,325
Hardwood billets and blocks ..	124,325
Spoolwood	184,883
Newsprint	1,926,133
Railway rails	3,793,416
Gas engines and parts	143,651
Steam engines and parts	103,796
Locomotives and parts	27,125,407
Metal working machinery	134,705
Motor vehicles and parts	2,753,894
Railway cars, coaches and parts ..	1,395,622
Railway track material	388,722
Aluminum primary and semi-fabricated	1,573,005
Brass scrap	205,303
Copper ingots, bars, billets	2,509,792
Lead	108,635
Zinc spelter	512,220
Dynamos, generators and parts ..	116,606
Porcelain insulators	106,047
Ammonium sulphate	236,250
Fertilizers phosphate	312,500
Fertilizers, manufactured	511,200
Calcium compounds	303,406
Synthetic resins	155,452
Motion picture films	149,617
Ships	1,400,000
Aircraft and parts	498,251

Principal Canadian Imports, 1949—

Green peanuts	\$ 870,013
Shelled walnuts	124,834
Shelled cashew nuts	589,652
Unground pepper	666,229
Tea	8,905,054
Crude lac	513,135
Raw goat and kid skins	259,362
Tanned leather	141,514
Raw cotton	124,662
Jute and jute butts	102,568
Vegetable fibre yarns	127,288
Unbleached jute fabrics	10,935,674
Wool, washed or scoured	161,405
Oriental carpets	1,252,516
Manganese oxide	412,438
Mica and manufactures	182,830

NOTE.—The decline apparent in 1950 exports is due to the cessation of purchases of wheat and railway supplies and equipment.

Licences required for all imports and if granted assures that exchange available. Only capital goods and essential commodities permitted import from dollar sources and provided they are not available from sterling or soft-currency sources. Validity of import licences usually 6 months but can be longer depending on nature of goods involved.

Export controls still apply to many items although the list is subject to frequent change. Export to dollar markets given every encouragement. In many cases Indian exports have not been competitive in Canadian market due to price, quality or design.

Canada has no formal trade agreement with India. Both countries signatories to G.A.T.T. which guarantees M.F.N. treatment. Canada has accorded India benefits of British preferential tariff rates but our exports receive no preference under Indian tariffs—they enter under the standard rate of duty.

Italy

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$32,379,000	\$12,567,000	\$ 1,743,000
Canadian imports from	6,981,000	9,048,000	1,781,000
Principal Canadian Exports, 1949—			
Wheat	\$3,707,000		
Flour of wheat	190,000		
Vegetable oils, non-edible	263,000		
Crude rubber	616,000		
Flaxseed	469,000		
Pure-bred cattle	209,000		
Salt fish	1,400,000		
Canned salmon	413,000		
Hides and skins, calf, cattle...	332,000		
Condensed milk	387,000		
Pulp sulphate	187,000		
Bars, iron and steel	264,000		
Aluminum primary and semi-fabricated	985,000		
Asbestos fibres	106,000		
Synthetic resins	305,000		
Principal Canadian Imports, 1949—			
Lemons		\$	142,000
Cherries, in brine			704,000
Nuts, whole and shelled			780,000
Olive oil, edible			168,000
Broom corn			261,000
Manufactures of leather			243,000
Cotton fabrics, vegetables fibres, etc.			1,500,000
Silk and artificial fabrics, worsteds and serges			400,000
Hoods and shapes of wool felt..			221,000
Musical instruments			392,000

To stimulate hard-currency exports, Italian Government preparing new regulations under which 97 per cent of such exports will be freed from licence. In another move to stimulate dollar trade, Italian Government will open special commercial offices attached to consulates in San Francisco and Chicago.

Netherlands

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$43,683,753	\$13,759,130	\$ 3,246,011
Canadian imports from	5,831,426	6,687,602	1,018,000
Principal Canadian Exports, 1949—			
Non-ferrous metals and manufactures	\$5,050,933		
Hides and skins	2,461,160		
Vegetable oils	642,325		
Iron or steel bars	560,429		
Tires for trucks	517,716		
Cartridges, gun and rifle.....	509,407		
Flaxseed	365,774		
Lumber	283,839		
Asbestos	88,500		
Material for ship repair	14,736		
Drugs and chemicals	2,620		
Principal Canadian Imports, 1949—			
Diamonds, unset		\$	522,015
Calf skins and kips raw			377,613
Palm oil			190,320
Florist or nursery stock			1,078,270
Textiles			783,569
Cocoa butter			351,989
Phosphate and superphosphate acid			182,351
Pickles			119,803
Salted herrings			80,515
Cordials and liqueurs			105,029
Cocoa or chocolate powder			3,513

Complete absence of wheat, barley and rye sales in 1949 accounts mainly for drop in Canadian exports to Netherlands. This situation due to lack of dollars available for such purchases which have been procured from the United States under E.R.P. The Netherlands making great effort to increase sales to the dollar area.

Pakistan

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$ 7,775,000	\$18,097,000	\$ 3,348,000
Canadian imports from	1,306,000	1,193,000	527,000
Principal Canadian Exports, 1949—			
Tires	\$ 129,264		
Newsprint	160,586		
Principal Canadian Imports, 1949—			
Tea			\$281,691
Jute and jute butts			646,594

Pakistan—Concluded

Principal Canadian Exports, 1949—

Motor vehicles and parts	3,324,917
Firearms	1,110,065
Aluminum	140,523
Ships	630,000
Aircraft parts	161,973
Gun and rifle cartridges	11,344,790

Principal Canadian Imports, 1949—

Wool, washed and scoured	131,665
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NOTE.—The sharp increase in exports in 1949 over 1948 was due mainly to cartridges, firearms and motor vehicles.

All imports from Canada require licences which, if issued, assure exchange is available. Licences usually valid for 6 months, but may be longer depending on type of goods. Imports from dollar sources on quotas and limited to essentials not available from non-dollar sources.

All exports from Pakistan require licences and preference given to those destined for dollar markets.

No trade agreement exists between Canada and Pakistan other than G.A.T.T. which accords each country M.F.N. treatment. Canada gives Pakistan rates applicable under the British preferential tariff. Pakistan grants no preferential duties to Canada.

Portugal

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$ 5,181,000	\$ 8,405,000	\$ 461,000
Canadian imports from	1,177,000	1,351,000	306,000

Principal Canadian Exports, 1949—		Principal Canadian Imports, 1949—	
Rye	\$ 266,000	Almonds, shelled	\$168,000
Wheat	3,392,000	Wines, non-sparkling	292,000
Flour of wheat	120,000	Cork	469,000
Salt codfish	1,121,000		
Newsprint, boxes and cartons of paper	196,000		
Aluminum, primary and semi- fabricated	409,000		
Asbestos fibre	195,000		

South Africa

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$83,248,000	\$77,713,000	\$ 8,286,000
Canadian imports from	3,816,000	3,862,000	1,140,000

Principal Canadian Exports, 1949—		Principal Canadian Imports, 1949—	
Wheat	\$17,672,000	Canned fruits	\$774,000
Linseed and flaxseed oil	1,830,000	Brandies and wines	593,000
Flaxseed	231,000	Sheep skins, raw	302,000
Upper leathers	696,000	Wool, washed or scoured	522,000
Milk preparations	168,000	Chrome ore	471,000
Cotton duck	593,000	Diamonds, industrial	360,000
Stockings, full-fashioned	367,000	Wattle extract	210,000
Artificial silk fabrics	239,000		
Logs, hardwood	192,000		
Planks and boards, Douglas fir, hemlock, pine and spruce ..	4,800,000		
Plywoods and veneers	580,000		
Pulpboard	502,000		
Book paper	473,000		
Newsprint	4,895,000		
Wrapping, bond and writing paper	1,495,000		
Railway rails	1,738,000		
Piping and tubing, gal.	454,000		
Pipe fittings of iron	398,000		
Agricultural machinery and implements	1,500,000		
Automobiles, freight and pas- senger	8,500,000		
Railway cars and coaches	19,363,000		
Copper rods, strips, etc.	506,000		
Fertilizers, manufactured	1,291,000		

The government's economic and financial policy has been to the fore in first quarter of 1950. Subjects under discussion include the interim appropriation bill of £ 53,700,000 to finance governmental expenditures pending passage of the 1950-51 budget, rising cost-of-living, and future outlook for import control.

Several new industrial undertakings began production on southern coast during the quarter. At Port Elizabeth the first electric steel furnace firm started production. This is of United States manufacture and runs in conjunction with the first mechanical foundry ever established in the Union. Cast iron production is expected to be about 400 tons per month. A new steel screw factory having an estimated capacity of about 6,000 screws an hour was opened at Port Elizabeth in February. At East London a new automobile plant, Car Distributors Assembly, Ltd., started operations in February. Owned by a group of motor car distributors, this plant will assemble two makes of American cars, and negotiations are understood to be in progress for the assembly of a British, French and Italian car in the plant.

Spain

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$ 596,000	\$ 387,000	\$ 3,029,000
Canadian imports from	2,586,000	2,427,000	626,000
Principal Canadian Exports, 1949—		Principal Canadian Imports, 1949—	
Paper boxes and cartons	\$35,000	Lemons and oranges	\$ 56,000
Bars of iron and steel	69,000	Olives	747,000
Machinery and automobile parts	23,000	Almonds, shelled and unshelled	289,000
Passenger automobiles	51,000	Filberts and hazelnuts, unshelled	173,000
Aluminum, primary and semi-fabricated	99,000	Non-sparkling wines	288,000
Synthetic resins	28,000	Cork and cork products	588,000
		Tungsten bearing ores	33,000
		Mercury	19,000

In first quarter of this year trend of trade has been reversed due entirely to Spanish purchases of Canadian wheat. Financial uneasiness and more tempered crop expectations, have been highlights of Spain's economy during the first quarter. Situation is not altogether pessimistic. There are many aspects of improvement in the country's economy over the preceding year.

Sweden

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$ 7,206,795	\$ 5,515,618	\$ 682,442
Canadian imports from	2,762,558	3,473,888	955,000
Principal Canadian Exports, 1949—		Principal Canadian Imports, 1949—	
Non-ferrous metals and manufactures	\$3,302,668	Ball and roller bearings and parts	\$899,284
Porcelain insulators	273,624	Cream separators	239,542
Ores	243,340	Saws	219,637
Radio wireless apparatus	232,952	Iron ore	199,242
Iron or steel bars	200,093	Office machinery and electrical appliances	203,847
Drugs and chemicals	185,387	Rock drills and parts	173,240
Mineral wax	163,495	Iron products	120,630
Clover seed, alfalfa	21,894	Machinery, paper working	69,886
Asbestos	47,617	Rough granite	70,785
Machinery and parts	32,154	Grass seed timothy	11,011
Fire bricks	2,310		

Sweden is making determined effort to increase sales to Canada, especially in machine tools. Imports from dollar area drastically curtailed in effort to balance dollar account.

Switzerland

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$19,389,000	\$32,281,000	\$ 2,579,000
Canadian imports from	7,444,000	10,902,000	3,186,000

Principal Canadian Exports, 1949—

Wheat	\$19,987,000
Flour	919,000
Vegetable oil	138,000
Linseed and flaxseed oil	264,000
Pneumatic tires for autos and buses	250,000
Flaxseed	1,476,000
Iron and steel bars	296,000
Domestic washing machines ..	241,000
Passenger automobiles	670,000
Aluminum, primary and semi-fabricated	2,265,000
Copper ingots, bars, billets, strips, and sheets	1,406,000
Electrotypes and stereotypes ..	170,000
Manufactures of non-ferrous metals	202,000
Asbestos fibres	201,000
Streptomycin and products	127,000
Drugs and chemicals	326,000
Refrigerators and parts	112,000
Motion picture film	165,000

Principal Canadian Imports, 1949—

Cheese	\$ 779,000
Textiles: yarns, silk, cotton, wool	2,500,000
Clocks and watches	595,000
Aniline dyes	747,000

Great Britain

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$686,914,000	\$704,956,000	\$109,101,000
Canadian imports from	299,502,000	307,450,000	84,235,000

Principal Canadian Exports, 1949—

Agricultural food products....	\$331,000,000
Agricultural non-food products	9,800,000
Animal and animal products...	72,400,000
Fibres, textiles and products..	1,400,000
Wood and wood products	84,800,000
Iron and its products	22,100,000
Non-ferrous metals and products	147,900,000
Non-metallic minerals	7,600,000
Chemicals and allied products.	5,500,000
Miscellaneous commodities ...	22,200,000

Principal Canadian Imports, 1949—

Agricultural food products	\$ 6,200,000
Agricultural non-food products	14,600,000
Animal and animal products...	6,200,000
Fibres, textiles and products...	119,200,000
Wood and wood products	3,100,000
Iron and its products	1,500,000
Non-ferrous metals and products	21,300,000
Non-metallic minerals	26,600,000
Chemicals and allied products..	8,500,000

United States

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$1,500,987,000	\$1,503,459,000	\$414,008,000
Canadian imports from	1,805,763,000	1,951,860,000	458,514,000

Principal Canadian Exports, 1949—

Newsprint	\$391,306,000
Woodpulp	141,612,000
Planks and boards	100,146,000
Farm implements and parts ...	70,214,000
Nickel	62,693,000
Cattle	60,658,000
Copper	37,348,000
Zinc	35,187,000
Pulpwood	30,593,000
Whisky	28,366,000
Asbestos	28,220,000
Fertilizers	23,416,000

Principal Canadian Imports, 1949—

Machinery (except farm)	\$201,573,000
Farm machinery (includes tractors)	173,088,000
Petroleum and products	160,053,000
Coal	137,145,000
Vehicles and parts (mainly autos)	137,077,000
Cotton and products	94,298,000
Rolling mill products, iron....	88,997,000
Electric apparatus	63,203,000
Engines and boilers	48,254,000
Books and printed matter	33,119,000
Pipes, tubes and fittings	25,529,000

Substantially increased exports to United States only possible if United States tariffs reduced. Customs simplification legislation, now before Congress, would assist Canadian traders immeasurably.

Yugoslavia

	12 Months, 1948	12 Months, 1949	3 Months, 1950
Canadian exports to	\$ 2,250,000	\$ 734,000	\$ 176,000
Canadian imports from	5,000	45,000	38,000
Principal Canadian Exports, 1949—		Principal Canadian Imports, 1949—	
Flour of wheat	\$ 68,200	Hops	\$ 34,000
Linseed and flaxseed	136,000		
Pneumatic tires for autos, trucks and buses	122,000		
Milk powder, skimmed	210,000		
Cod liver oil, pharmaceutical....	47,000		
Woodworking machinery	26,000		
Tools	34,000		

Foreign trade of Yugoslavia controlled by Foreign Trade Ministry through national export import companies, which export and import on behalf of members. These companies all represented by Chamber of Yugoslavia, Belgrade, through which it is advisable to deal.

Spain Orders Railway Equipment Abroad

Madrid, April 29, 1950.—(FTS)—The Spanish National Railways have placed several orders for railway material in foreign countries, as part of the reconstruction plan for 1949. These orders, excluding less important items, are for the following items: From Belgium, 14,000 tons of rails; from France, 100 passenger coaches and sufficient material to build an equal number of vehicles in Spain, 20 electric locomotives, spare parts, 5 transformer plants and material for building these locally (Alsthom); from Great Britain, 20 electric and 25 steam locomotives, material for the construction in Spain of 60 electric and 175 steam locomotives (English Electric and North British); from Italy, 40 diesel locomotives and 20 coaches (Fiat).

Petroleum Being Sought in Barbados

Port-of-Spain, Trinidad, May 23, 1950.—(FTS)—Barbados is considered a likely source of petroleum, the Gulf Oil Corporation, of Pittsburgh, having obtained a prospecting licence covering approximately half the Island. The licence, which is valid for four years, includes territorial waters along several miles of coast on the northern end of the Island.

The Gulf Oil Corporation is empowered to lease 50 per cent of the prospecting area in one or more lots for 21 years, renewable for a further 21 years, and the option to acquire leases on the remainder at a competitive price. Royalties amount to 12½ per cent for 21 years, and thereafter at a rate not exceeding 16¾ per cent if the Governor-in-Executive-Committee so prescribes. The corporation will pay a rental of one dollar a year for each acre under lease.

Discussions had been going on for some time between the Government and the British Union Oil Company and their associates, Trinidad Leaseholds Limited, and also with the Gulf Oil Corporation. The discussions entered the final stage in April, when the Hon. N. E. Tanner, Minister of Mines, Province of Alberta, arrived in the Colony to advise the Barbados Government. Mr. Tanner has since been highly praised in the press of Barbados for his services, which were supplied to the Colony at no cost.

It is expected that the Gulf Oil Corporation will arrange for a geophysical crew to commence work in the island within the next two months, and drilling will commence as soon as possible after this preliminary work has been completed.